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and Essential Dil Review

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New York

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American Perfumer

and Essential Dil Review

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Vol. XXIII. No. 6

Perfumery Imports and American Valuation

If plans now in contemplation are carried into effect, and semi-official information is that they will be, finished French perfumes will, in the near future, be subjected to appraisement by customs officials on the basis of the American selling price rather than on the foreign valuation. Well substantiated reports to this effect came to light as this issue was going to press and are published on page 365. Both the action and the attendant publicity originated in New York and no official action has been taken by Washington authorities up to this time.

The matter is of such far reaching effect and fraught with such serious consequences to the future of the perfume industry in this country that it is impracticable to take a position either favoring or condemning the move before making an extremely careful survey of all the facts in the case and estimating in every possible way the consequences of such official action.

It is stated that the difficulties which special government agents have met in trying to secure data on which to make appraisals and assessments have resulted in the recall of such special agents. In the absence of their advice, it is held impossible to arrive at correct or fair foreign valuations and hence it has become necessary to assume some other basis of appraisal. The present attitude of the customs officials is that the American selling price is the only other basis which can be used.

At first blush, it would seem that the domestic manufacturers of perfumes might welcome a change which would materially increase the duty on the wares of their French competitors. It is possible that such an increase would enable them better to compete with the French manufacturers and might even raise the general selling prices of all perfumes and hence make for more profits. Some measure of protection is undoubtedly needed and additional protection is usually welcome. Many other considerations, however, enter into the present situation above the mere increase in the duty on the finished goods.

In the first place, some of the American manufacturers import finished goods from France. Others operate as both importers and domestic manufacturers. Still others import materials which might be classed as "semi-finished" and there is no guarantee that the principle will not be extended to such materials.

Another, and even more important factor in the situation is the problem of manufacture in America by French houses. Several of them are already manufacturing here and several others are known to have the step in contemplation. It would require little in the way of additional tariff duties to bring about the establishment of plants here by several more leaders in the French manufacturing industry. In this connection, it may be pointed out that there is a wide divergence of opinion in the American industry on this phase of the competitive situation, many feeling that a French manufacturer operating from Paris affords less dangerous competition than would the same manufacturer with a plant in the United States; and practically as many holding to the opinion that the French house becomes an American manufacturer when it establishes a factory in this country, and, as such, is less dangerous to the interests of the American trade than it would be if operating on a strictly import basis.

Importers are likely to oppose the American valuation plan strenuously, especially those who do not contemplate and would not in any event establish American manufacturing branches. The increase in the duty which would inevitably result from the adoption of the plan appears to them largely as another item in advancing their costs. Some of them, however, will doubtless assume the very reasonable position that perfumes are articles which are not sold on the basis of price and into whose merchandising the question of costs enters to a very minor degree. It is upon this premise that much of the success of the French campaign here has been based and no one can deny that the French selling plans have been eminently successful.

It seems extremely doubtful that the ultimate effect of a new appraisal basis would have any very material effect upon the general market for perfumes. There might, it is true, be some change in the basis and location of competition. It is possible that prices on both French and American products might be increased to some extent. It is possible that some temporary hardship might be worked in a few instances, but in general, it cannot be contended that the final retail market

would even be aware of a change in the situation or that either manufacturers or importers would be seriously disturbed by the change, although the initial adjustments, which would be necessitated, might, it is true, be painful.

We have tried to point out very briefly some of the effects which might follow a change to American valuation. Complete analysis is impossible within the scope of a brief editorial. It might be pertinent, however, to inquire upon what basis the perfumery industry should be subjected to such an experiment. So far as we know, and we have confirmed this fact through reliable sources, no French manufacturer or wholesaler of perfumes has refused to co-operate to the fullest extent with any recognized Treasury Agent whose duties are to establish values. Such lack of co-operation as has taken place in the perfumery industry has been with Commercial Agents and tariff investigators, whose duties are quite other than those of the employees of the Treasury Department. Some other French industries have not had such excellent records in this respect, however. Is it possible that pressure against others is being brought through the perfumery trade?

Statistics show that perfumery is a minor item in our imports from France. In 1927 laces to the value of \$3,100,000 were imported from that country. Woolens to the same value, silks and silk manufactures to the value of \$11,000,000, and precious stones to the value of \$5,000,000 were imported from France. As compared with these totals, the entire value of perfumery and toilet waters, including bay rum, imported into the United States from all sources totaled less than \$2,000,000. If pressure is to be brought upon recalcitrant French exporters, we might ask why the little perfume industry whose record has been one of consistent co-operation should be selected for an experiment which may bring many new and unforeseen troubles to the entire industry both French and American?

Ignorance is Not an Excuse

THERE may be many good reasons why some firms in the toilet preparations industry should not branch out in foreign trade and have not done so. Too often, however, when the question of foreign business arises, the answer of the manufacturer has been that he knows little or nothing of the foreign markets or of export procedure. This would seem to be an unusually poor excuse for inaction. It is true that a considerable amount of specialized knowledge is needed by the exporter and that relatively few firms have this knowledge on file in their own organizations. Nevertheless, the knowledge is easily available to anyone who cares to get it.

Chief among the sources might be mentioned the Bureau of Foreign and Domestic Commerce of the United States Department of Commerce. Possibly in no single place in the world is there so much information available regarding trade and conditions in foreign countries. By those who wish to supplement this information, the following agencies can be consulted: Philadelphia Commercial Museum, National Association of Manufacturers, American Manufacturers' Ex-

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Very truly yours, Whittaker, Clark & Daniels, Inc., W. B. Daniels, Treasurer.

port Association, National Foreign Trade Council, American Exporters' and Importers' Association, National Council of American Importers and Traders, International Chamber of Commerce, Pan-American Union and Pan-Pacific Union.

No mention has been made in this list of the numerous local chambers of commerce and boards of trade, most of which have a considerable volume of information ready for the manufacturer who cares to use it. Nor has any notice been taken of the trade press which is usually well informed or has ready to hand a large amount of information regarding export business and conditions.

We sometimes doubt whether "a poor excuse is better than none." Certainly, in this case, ignorance of foreign markets and conditions is no excuse whatever.

The Economics of Illness

H OW formidable an item illness is in the list of economic wastes is indicated in a bulletin on "Industrial Health Service" issued by the Insurance Department of the Chamber of Commerce of the United States.

An electric service company estimates the cost of illness at \$28.50 per employee per year. Another manufacturer placed the loss for each employee at \$125 a year. Estimates of loss of time due to illness range from 7 to 9 days per employee. A large store found that employees needing dental work, having uncorrected eye defects, being 15 per cent over or under weight or having defects commonly considered unimportant, lost 12 per cent more time than employees rated as class A who were free from these defects.

Experience has shown that much of the economic waste due to illness can be checked. "One store averaging 4,000 employees over a period of three years," the bulletin continues, "after installing medical supervision, according to their health records, showed a loss reduction in the second year as compared with the first of about 8,000 working days or an estimated saving in wages and compensation alone of \$29,094. The third year, when compared with the first year, showed a saving of 16,000 sick days."

Resale Price Maintenance Campaign

Survey Report Going to Congress at December Session Glass Bottle Simplification Committee Chosen Federal Trade Commission's Activities

ASHINGTON, August 15.—The Federal Trade Commission has followed up its questionnaires to manufacturers, wholesalers and retailers in its resale price maintenance investigation with another to consumers, thus completing its program for obtaining the consensus of opinion of all parties concerned in and affected by the practice.

Consumers have been asked by the Commission whether they favor legislation permitting the manufacturer to make enforceable agreements with retailers fixing the prices to be charged by them to the ultimate consumer for trademarked and branded articles; whether they think the manufacturer or the merchant is better qualified to determine the prices at which goods are to be sold to the consumer; whether, assuming that resale price maintenance contracts are made lawful, the manufacturer should be permitted to establish a single fixed resale price, or merely a minimum selling price, or should be allowed to use whatever basis he chooses.

The Commission's questionnaire also asks for an expression of opinion from consumers on what benefits they would derive from legislation giving the manufacturer the right by contract to require retailers to sell his branded product at a fixed price, also what injuries they would suffer from such legislation. The Commission desires to know whether consumers, in purchasing goods, regard brands or trade-marks as guaranteeing quality, and in this connection the consumers are requested to name types of goods and state briefly the experience in connection with each type that serves as a basis for their answers.

Questionnaire Arouses Criticism

Consumers are asked to state whether they regard branding or trade-marking and advertising goods as affording assurance of a reasonable price; whether the consumer in buying at stores that feature cut prices on branded goods, ordinarily buys other than the cut-priced merchandise; and whether the consumer finds it advantageous to patronize cut-price stores. Finally, the consumers who receive the questionnaire are asked to state, price, quality and service rendered given due consideration, which distribution agency is the more desirable, the retailer who gives credit and makes delivery of goods, or the cash-and-carry store.

Some criticism attaches to the Commission's questionnaire to consumers on resale price maintenance because the questions are presented without regard to the provisions of the Capper-Kelly price-protection bill now pending in Congress. It is argued that this may prejudice the answers of the consumer. Advocates of the Kelly bill explain that this measure does not provide for unlimited, or unqualified fixing and maintenance of resale prices and applies only to competitive trade-marked goods. It is not mandatory and the prices agreed upon may be changed under the conditions provided in the bill.

The Federal Trade Commission is expected to submit to Congress at the December session its report on the inves-

tigation which was undertaken with a view to giving Congress some guidance in the enactment of legislation to remove present legal obstacles to enforcement of resale price maintenance policies by manufacturers. The proponents of the Kelly bill hope that the Commission's report will be instrumental in convincing Congress that the enactment of such legislation is in the public interest.

Pledged to Push Resale Price Bill

Representatives of the National Association of Retail Druggists, the National Association of Retail Grocers, the American National Retail Jewelers' Association and the National Retail Hardware Association met August 2 for the purpose of organizing a campaign to pledge congressional candidates to the Capper-Kelly resale price maintenance bill before the November elections. The work is described as twofold: pledging candidates for election to Congress and educating the public on the merits of the pending legislation and the benefits that would follow its enactment. Advocates of the measure claim that without some such legislation the consuming public will find itself at the mercy of a monopoly in the production and distribution of the necessaries and luxuries through the growth of chain stores, mail order houses and chains of department stores.

To Confer on Bottles for Beverage Industry

Representatives of the Glass Container Association and the beverage industry in conference at the Department of Commerce August 11 decided on the appointment of a committee composed of three members from the Glass Container Association and four members from the beverage industry to make a survey of the present variety of capacities, sizes, heights and types of bottles and to draft a tentative simplified practice recommendation for the consideration later of both the bottle manufacturers and the bottlers. The Department of Commerce, through W. E. Braithwaite, of the Division of Simplified Practice, now is in touch with the Glass Container Association, the American Bottlers of Carbonated Beverages and the Beverage Allied Industries Council for the list of those to be appointed to the committee from their organizations.

Progress in Glass Bottle Simplification

Representatives of the drug and pharmaceutical trades and the glass bottle industry at a conference on August 10 voted to form a committee composed of one member from each of the organizations interested for the purposes of drawing up a simplification program for glass containers used for drugs and pharmaceuticals. Acting through an executive committee, and subcommittees if necessary, the trade will make a survey of the present diversity of types and sizes of containers. The scope of the survey is to be determined by the committee itself, the only limitation being that types of closures, such as corks versus metal caps, shall not be considered. The consensus of opinion at the conference was that this was a matter of preference with individual drug manufacturers. No date was set for the

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on alone ed with days." committee to report back to the conference and because of the complex nature of the problem the survey will consume scme time. W. E. Braithwaite, of the Division of Simplified Practice, Department of Commerce, presided at the conference, and will have supervision of the survey organization.

The inclusion of perfume bottles in the simplification project was tentatively suggested by Eugene C. Brokmeyer, counsel for the National Association of Retail Druggists, but W. E. Braithwaite, of the Division of Simplified Practice, suggested that it would not be advisable to attempt to combine simplification of the bottles for drugs and pharmaceuticals with containers for perfumes and toilet preparations. He expressed the opinion that if simplification of the latter is desired at any time, the Division of Simplified Practice is ready to cooperate in such a program.

Tariff Commission Chemical Staff Increased

The personnel of the Tariff Commission's chemical staff has been increased as a result of the number of Section 315 investigations and tariff information surveys under way on chemical products. Two permanent appointments have been made and a third will follow this month. H. F. Shattuck, a specialist in synthetic organic chemicals, and George M. Cunningham, a chemical engineer, have joined the Chemical Division's staff. Professor E. E. Stanford, of the College of the Pacific, Stockton, Cal., has been temporarily assigned while on leave to the preparation of tariff information surveys being prepared for Congress for reference in tariff revision in 1929.

Geneva Protocol on Foreign Trade Signed

Upon instructions from Washington, the supplementary agreement to the convention of November 8, 1927, for the abolition of import and export restrictions, together with the protocol and final act worked out at the conference which met at Geneva July 3 to 11, was signed on behalf of the United States by Hugh R. Wilson, American Minister at Berne, on July 31. The original convention of last November was signed by Mr. Wilson on behalf of the United States on January 30, 1928.

The purpose of the adjourned meeting held at Geneva in July, the resulting document of which was signed by all but two of the 29 countries represented at the conference and has now been signed by the United States, was to consider the specific exceptions to the general obligation which the particular countries had indicated they desired to reserve, and to determine the conditions under which the convention should become effective.

"Grape" Barred in Soft Drink Advertising

A manufacturer of concentrates and syrups furnished the trade with advertising matter describing the beverage made from the concentrates as "a delightful and refreshing drink with the aroma of the vineyards of France." In letters and in magazine and other advertising the word "grape" also was used, although the manufacturer's product is not made from the fruit or juice of the grape. The respondent has signed a stipulation agreement with the Federal Trade Commission to cease and desist from using the word "grape," pictorial representations implying that the products manufactured and sold by him are made from the juice or fruit of the grape; and also to discontinue putting such advertising matter in the hands of distributors.

Flavoring Extract Label Challenged

Bowey's, Inc., of Chicago, is the respondent in a formal complaint issued by the Federal Trade Commission alleging that the designation of flavoring extracts, concentrates and syrups containing no fruit or fruit juice, as "Grape Flip," "Cherry Flip," etc., and other representations made concerning its products are prejudicial against competitors selling pure fruit juices and extracts for the compounding of beverages, and constitute unfair methods of competition.

Synthetic Fruit Drink Distributor Yields

The distributor of synthetic fruit drink powders who advertised them as "Double Strength Fruit Drink Powders. Natural Flavor and Cloudy Color," followed by the designation of various fruits, has agreed by stipulation with the Federal Trade Commission to cease and desist from representing or implying that his products are composed wholly or in substantial part of the juice of fruit. The stipulation agreement is similar to numerous others which have been announced by the Commission in recent months.

Malt Extract Manufacturer Surrenders

The manufacturer of malt extracts and malt syrups made in the United States who represented his products as coming from Germany and Bohemia has agreed by stipulation with the Federal Trade Commission to stop designating his products as imported. Provision is made in the stipulation agreement for the labeling of products composed in part of imported ingredients, in which case proper qualifying words or phrases must be used. The name of the manufacturer was not disclosed by the Commission, but the facts are presented for the information of the trade.

"Oil" in "Cuticle Oil" Is Banned

Describing as "cuticle oil," a product made for removing cuticle which contains no oil, is prohibited by the Federal Trade Commission under the terms of a stipulation agreement reached with the manufacturer who labeled his product with a trade name containing the word "oil." The Commission's findings revealed that the product contained no oil whatever and that its ingredients were not capable of mixture with oil.

Reunion's Production of Essential Oils

Reunion's production of geranium, vetivert and ylang ylang oils in 1927 is the subject of a special circular recently issued by the Chemical Division, Department of Commerce. Essential oils rank third among the industries of Reunion, but last year's production of 195,000 pounds, valued at \$492,000, represented little more than half of the 1926 output. Local prices of these oils have improved and in April this year stood at about 155 francs per kilo for geranium, 195 francs for vetivert and 580 to 600 francs for ylang ylang. The cyclone of last February was expected to impair seriously the 1928 output of oils.

Cuba Bars Coupons in Package Goods

A Cuban presidential decree just issued declares unlawful the sale of package goods containing any kind of coupons good for other merchandise, also pictures or literature not pertaining directly to the contents of the package, according to a cable received in the Department of Commerce from Frederick Todd, American commercial attache at Havana. The language of the decree apparently applies to advertising slips. Anything of this kind must be outside the package.

Two Alcohol Regulations Amended

Dr. Doran Acts in Response to Demands of the Trade
Will Prevent Evaporation and Leakages
Production Limit Is to Remain

ASHINGTON, August 15—A new regulation of the Bureau of Prohibition, effective today, permits the shipment of alcohol from bonded warehouses in one-pint and one-gallon bottles, liquid measure, packed in wooden cases of 16 one-pint bottles, 24 one-pint bottles or 3 one-gallon bottles. Dr. J. M. Doran, Commissioner of Prohibition, announced that the new regulation was issued in response to a demand from the trade who represented that the present regulation requiring shipment in cans or barrels with a minimum capacity of five gallons necessitated purchase in lots larger than desired and resulted in losses due to evaporation and leakage. Directions are given for the packing and marking of cases consisting of bottled alcohol.

The new regulation, designated as T. D. 38, reads as follows:

"To Prohibition Administrators and Others Concerned:

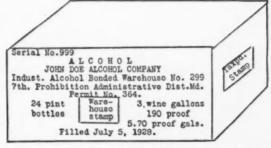
"On and after August 15, 1928, original packages of alcohol filled at Industrial Alcohol Bonded Warehouses may consist of cases containing 1 pint and 1 gallon bottles (liquid measure) as follows: 16 one pint bottles, 24 one pint bottles, or 3 one gallon bottles.

"The cases will be constructed of wood, the outer surface of the space for the stamps, marks and brands dressed and the top, bottom and sides of a thickness not less than onehalf inch and the ends of a thickness of not less than threefourths of an inch. The corners of the cases will be put together by the lock-corner or dovetail method. When a side, end, top or bottom consists of two or more pieces, the same will be tongued and grooved and fastened on the inside with metal corrugated fasteners. Each end piece must be mortised to the extent of one-half its thickness and the top and bottom of the case set therein. The sides must extend the full height of the end pieces. Sufficient nails will be driven through each end of the top and bottom pieces into the end pieces; at least two nails will be driven through each side piece into the bottom piece; at least two nails will be driven through each side piece into the top piece; at least two nails will be driven through each end piece into the bottom piece; and at least two nails will be driven through each end piece into the top piece. The nails used will be of a size of not less than fourpenny. In addition to nailing as above required, the cases must be secured by drawing metal straps or heavy wire around the same three inches from each end, the straps or wire to be countersunk.

"An engraved warehousing stamp with a serial number printed thereon will be attached to each such package when filled and there shall be affixed to each bottle placed therein a coupon warehousing stamp bearing the same serial number as the package stamp. The package stamp will be affixed and cancelled in the same manner as taxpaid stamps (See Article 56, Regulations 3) and the coupon stamps will be affixed to the bottles with the use of strong adhesive glue or paste, passing over the mouth of the bottle and extending an equal distance on each side of the bottlle. The stamps

will be used consecutively, affixing the one bearing the lowest serial number to the first package filled and the serial number thereof will be recorded in column 11 of Form 1440 on the same line with the serial number of the package. The stamps will be supplied to Collectors of Internal Revenue in the same manner as other stamps. Prohibition Administrators will obtain supplies of such stamps from collectors as desired. When necessary, administrators will forward one or more books of each denomination to the storekeepergauger in charge of a warehouse, who will issue the stamps as needed, making all the necessary entries therein. Proper entries will also be made on each stamp stub and when all the stamps in a book have been used, the storekeeper-gauger will forward the stub book to the Prohibition Administrator.

"Each such package when filled will bear all the marks and brands required by Article 50, Regulations 3, except the tare and net weight, it not being necessary to ascertain such. The number and capacity of the bottles will, however, be shown on each package. The warehouse stamp, marks and brands will be placed on one side in the following manner and order:



"In connection with above data 'Industrial Alcohol Bonded Warehouses' and 'Prohibition Administrative District' may be abbreviated 'Ind. Alc. Bonded Whse.' and 'Pro. Adm. Dist.'

"Upon withdrawal of such packages pursuant to taxpayment the stamps denoting payment will be affixed on the end of the package to the right of the side containing the warehouse stamp, marks and brands, and cancelled in the manner provided in Article 56, Regulations 3."

Ruling Amended on Rinsing Containers

Treasury Decision No. 37 amends Section 18 of Regulations No. 6 by adding two new sentences at the end, making the amended Section read as follows:

"Sec. 18. Prompt removal of spirits to bottling ware-house.—Packages of spirits intended to be bottled must be immediately removed, after withdrawal from the ware-house where stored, to the bottling portion of the ware-house and their contents promptly drawn off into the dumping or mixing cistern. The casks or barrels must be thor-

(Continued on Page 350)

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Solubility and Alcohol Content in Geraniol

In Examining Relations Between the Two the Trend of Analysis Is Toward Simplification by Dr. R. Ernest Meyer

HE tendency of technical methods of analysis is rightly towards simplification. To examine the quality of a certain geraniol, the most accurate method is that based upon the determination of the alcohol content by acetylation or formylation, but we find that there are certain relations between the solubility of a geraniol in dilute ethyl alcohol and its content of C₁₀H₁₀O which enable us, by a simple test of solubility to detect the real geraniol content, for geraniol itself is easily soluble, whereas its impurities, several sesquiterpenes, are almost insoluble in dilute alcohol.

Pure geraniol is fairly soluble in 50% alcohol. This solubility, however, varies very much with the temperature. Instead, therefore, of determining the solubility at a certain temperature, which is never easily maintained, it is much better to ascertain the temperature at which a certain mixture of geraniol + 50% alcohol becomes clear when carefully heated, or becomes cloudy when slowly cooled.

In the application of this method, 1 cc of geraniol is mixed with 15 cc of 50% alcohol in a test tube and then the temperature is determined at which the mixture becomes just clear or just cloudy.

This changing point can easily be observed. Several tests with the same geraniol did not differ more than ½°. The alcohol content which belongs to a certain temperature of solubility can be seen in the following table and the accompanying curve. Twenty-two different samples of geraniol were arranged according to their solubility, and their alcohol content was determined by formylation:

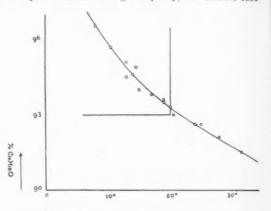
Mixed with 20 15 parts of 50% alcohol C10 H18O 15 No. d.15 "D soluble at centigrades % 0.8840 1.4760 96.6 2 .8828 .4754 101/2 95.7 3 .8777 .4721 121/2 96.1 4 .8826 4759 95 1 13 5 .8842 .4782 13 945 .4749 8804 6 14 950 7 .8842 .4777 14 94.6 8 8806 4745 141/2 95.3 9 .8846 .4780 141/2 94.9 10 .8791 .4736 15 94.8 11 .8844 .4760 15 94.0 12 .8765 .4719 16 94.6 13 .8758 .4705 161/2 94.5 14 .8832 .4738 17 93.8 15 .8824 .4758 19 93.6 16 .8845 .4768 19. 93.5 17 8832 4775 93.3 20 18 .8832 .4739 201/2 93.0 19 8797 4738 24 926 20 .8812 .4748 25 92.6 21 .8843 .4768 28 92.1 22 .8828 .4762 91.5

A 100% geraniol was not encountered on the market. Among the many samples of geraniol we tested, we did not find one of absolute purity, although several were marked "chemically pure" or "100%".

In the table the great difference of densities is remarkable.

Pure geraniol has a density of d = 0.884 - 0.886. Ac-

cording to its origin, a geraniol can contain a small amount of citronellol (d $_{18}=0.857-0.859$), which lowers the density without diminishing the quality, but densities below



Temperature of solubility in 15 parts of 50 per cent alcohol

0.875 ought not to be found. The solubility of a product with a lower density is a little less, so that a product of somewhat higher alcohol content belongs to a certain solubility temperature.

On the other hand an increased density is dangerous as regards the quality. Geraniol with a higher density than 0.886 should not be accepted.

Laboratoire des Usines de L'Allondon, S. A.

La Plaine, Geneva.

Could Utilize Troublesome Compound in Gas

The Government Bureau of Mines suggests that styrene, a troublesome compound present in manufactured gas, could be used in the manufacture of perfumes. An investigation made by the Bureau revealed that gums formed from styrene and indene are the main cause of the stoppage of gas meters. A survey of the gas industry develops that there are 8,000,000 pounds per year of styrene and twice that amount of indene available if completely removed from the gas. Both compounds could be used in the manufacture of pastics and with respect to styrene specifically, the Bureau reports that it could be used in the manufacture of perfumes and also possibly in rubber manufacture.

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The Manufacture of Depilatories*

A Discussion of the Various Types of These Products with Suggestions for Their Production

EPILATORIES are at present very greatly in demand, and their sale is considerably fostered by intensive advertising. Nevertheless no new processes for hair removal are available. It is still the sulfides which are used for this purpose, as among the old Egyptians with the difference that formerly the tri-sulfide of arsenic was employed, while today the sulfides of sodium, of potassium or of the alkaline earths are used. The famous Rusma Turcarum consisted of 1 part of tri-sulfide of arsenic (auripigment), 5 parts of powdered caustic lime and 4 parts of water. Because of its strongly poisonous character this form of treatment has been entirely discontinued.

Up until recently it was customary to offer depilatories in commerce in the form of powders. Here strontium sulfide is preferred to barium sulfide since the former develops less poisonous properties. The mixture may be compounded according to the following formula:

> Strontium sulfide 6 parts Zinc oxide 2 parts Starch 2 parts

This recipe is said to make the best depilatory. Such dry powders are formed into paste with a little water immediately before use. This paste is laid thickly over the hair-covered spots, and after drying is washed off with

Naturally it is possible to use the sulfides in different forms, but the final effect always is that they act as solvents upon the substance of the hair. In America e. g. a liquid depilatory is used. A little flask No. 1 is filled with a solution of 10% sodium sulfide, a flask No. 2 contains witch-hazel water with an addition of 2% of 25 per cent ammonia. First No. 1 is applied, and immediately thereafter No. 2. After one or two minutes the surface is wiped off with a wad of cotton, taking care not to touch the finger nails since they are affected.

Special interest has been aroused by preparations in tubes, for which comprehensive claims are made. According to Winter, "Handbook of Perfumes and Cosmetics," such articles, which are found in the trade under different names, consist of slacked lime and solution of sodium sulfide, which are mixed with glycerine, syrup of sugar or with soft soap. The amount of sodium sulfide in such creams is 5 per cent. By using calcium sulfhydrate a cream may be prepared in the following manner. Lime is cautiously slacked and made into a paste with equal parts of water. Hydrogen sulfide is passed through this paste to saturation. This is prepared by letting hydrochloric acid or sulfuric acid act upon iron sulfide. The point of saturation is recognized when the paste, in consequence of the iron content of the lime begins to take on a bluish tinge. Ten parts of the mass are mixed with 8 parts of glycerine salve and 2 parts of zinc oxide. Glycerine salve according

to the recipe of the German pharmacopoeia is prepared by using:

10 parts of wheat starch

10 parts of distilled water

90 parts of glycerine 1.23 sp. gr. (28° Bé)

The starch is moistened with the water, the glycerine is mixed with it, and the whole mass is heated in the water bath by stirring until 100 parts of a translucent jelly are formed. In order to conceal the unavoidable hydrogen sulfide odor, sulfide depilatories are perfumed. It is agreeable to add a little menthol, up to 0.4 per cent, in order to counteract by its cooling effect the irritation of the skin. Such may easily be occasioned when the skin is sensitive. For this reason the depilatory should always be previously tried out on a less sensitive part of the skin, as on the hand. After application the spots treated should be washed off with dilute vinegar, with 3 per cent solution of lemon juice or boric acid; then it should be rubbed with cold cream and then powdered with pure talcum. Another salvelike, sulfide-containing depilatory is made by the following

2 g. starch

120 g. water

34 g. sodium sulfide

30 g. calcium sulfide

180 g. water

36 g. palm oil

21 g. glycerine

The sulfides are dissolved by boiling in the quantity of water belonging to them, while at the same time the starch is stirred and rubbed together with the quantity of water belonging to it. Then the starch mixture is stirred into the boiling sulfide solution till a thick paste forms. Then the molten palm oil, the glycerine and a few drops of a strong perfume oil are added. It is in the palm oil that 1.5 g. of menthol may be dissolved. The salve is spread on cloth, left on the skin for 10-15 minutes, is then washed off and the skin is further treated as above directed.

It is impossible to conceal by perfumes the hydrogen sulfide odor which appears on the application of the sulfide mixture. It is for this reason that it has ever been the endeavor of manufacturers to find other substitutes which will remove hair. In this effort thallium salts came to be used, especially the acetate of thallium, since experience has shown that thallium taken internally causes the rapid falling out of the hair. It may be remarked incidentally that thallium has a strongly harmful effect on the endocrinal glands, the internal secretion. For external application salves using one per cent of acetate of thallium are prepared, which are left lying for some length of time on the spot to be treated. However the experience has been that the action is much too slow and the patience of the person treated is exhausted before results are obtained. The internal action of thallium on hair growth is sought to be utilized in case of diseases of the hair. 1

^{*} Seifens-Ztg., Vol. 54, No. 32.

¹ Seifens-Ztg., 1927, No. 12, "Thallium Depilatorium Kahibaum."

In the article referred to it is stated that this remedy should be used only with children up to the age of puberty, which is based upon the action on the internal secretion mentioned above; evidently thallium does harm to the processes of sexual secretion. It is self evident that such a remedy should be permitted to be used only on prescription from a physician.

For an odorless hair remover concentrated solution of hydrogen superoxide appears to serve, however there are practical difficulties to its use. If used by itself it injures the skin. The attempt is therefore made to use it in the form of a salve as follows:

9 g. hydrogen superoxide, 30%

15 g. wool fat, water free

6 g. peanut oil

Such salves however suffer from the rapid decomposition of the hydrogen peroxide. They are always to be used freshly prepared, and in consequence are not suitable for commercial preparations. Even the proposed addition of 12% of antifebrin does not avail to long postpone the decomposition.

As a barbaric method for removing hair the pulling out of the hair by means of pitch plasters may be designated. Such plasters are occasionally sold at exorbitant prices by beauty parlors. According to a recent article, little rods prepared by mixing 7.5 g. of wax and 30 g. of resin are suitable for this method of removal. The wax is melted by gentle heat, and the resin is added. The mass is heated one or two minutes longer by stirring, and is then poured into a greased mold, forming a rod or stick of about 1.5 cm. diameter, which makes a length of about 7.5 cm. The hairs are also torn out by means of collodion membranes. Mann, in "Modern Perfumery," gives the following recipe for a compound of this kind:

500 g. collodion

20 g. tincture of iodine

40 g. oil of turpentine

25 g. castor oil

300 g. spirits

5 g. wax aroma

This collodion is spread on three or four times, and the membrane formed after drying is removed by one effort, which removes all the hair at the point of application. The iodine tincture with its brown color forms a not exactly enjoyable addition. Another antiseptic substance would be suitable, 2 per cent of resorcin should likewise serve the purpose. It is self-evident that tentative experiments would need to be made.

All the methods for hair removal which have been described possess the disadvantage that the hair grows out again. It is not possible to destroy by a chemical process the hair forming elements of the skin without including the skin itself in the process of destruction. Even after tearing out the hair, as in the Roentgen-Epilation method, the hair grows out again. For the purpose of a complete statement it may be mentioned that it is possible to remove hair also by the electrical method, by means of the needle. However, since in this method every individual hair must be treated, and only a limited number of hairs can be pulled out at one sitting, this method is too cumbersome and too expensive for an extended application.

Two Alcohol Regulations Amended

(Continued from Page 347)

oughly rinsed with pure water, preferably hot water, or steamed, which water, or as much of it as required, should be used to reduce the proof of the spirits to 100. The water not so used to reduce the proof of the spirits should be poured upon the ground or into a sewer. In addition to rinsing or steaming the casks or barrels as above provided they should be filled with water immediately after such rinsing or steaming and permitted to stand at least 7 days before the water is removed. The water so removed must also be poured upon the ground or into a sewer."

1929 Alcohol Production Tentatively Same as 1928

Industrial alcohol production probably will be limited to a maximum of 185,000,000 proof gallons in 1929, Dr. James M. Doran, Commissioner of Prohibition, announced recently following a conference with prohibition administrators and agents. On that basis, unless conditions change, next year's output will be practically the same as that allocated for the current year. Dr. Doran explained that the tentative figure may be raised if requirements increase during the next few months. No quotas will be assigned until after the trades have submitted their estimates as to next year's needs. Dr. Doran stated there is now a good balance between supply and demand with practically no surplus for illegitimate use. By regulating manufacture as well as use this year, he said, a vast improvement has been made not only in law enforcement but in supplying legitimate industry. Industrial consumers have an adequate supply and the manufacturers are able to produce at a satisfactory profit, he said.

India's "Spirit" Ruling Covers All Alcohols

A ruling of the government of India provides that the words "spirit" and "spirits" when used in the tariff items covering perfumed spirits, liquors, cordials, mixtures and other preparations containing spirit, and all other sorts of spirits, excluding denatured spirit, are not confined to ethyl alcohol but also cover all other forms of alcohol such as methyl, isopropyl, amly, and butyl alcohol, Charles B. Spofford, jr., American trade commissioner at Calcutta, reports to the Department of Commerce.

Czechoslovakia Retains Perfume Duties

Czechoslovakia has declined to accede to French claims for a further reduction in import duties on perfumes and cosmetics. The announcement followed a meeting attended by representatives of the Czechoslovak cosmetic and perfume industry and government officials. Under the existing French-Czech commercial treaty, the duties were reduced by approximately 50 per cent and resulted in a rapid increase in imports of French cosmetics and perfumes.

Spain's Toiletry Market Surveyed

Spain as a market for toilet preparations is the subject of Circular No. 40 issued by the Chemical Division, Department of Commerce, in its series on world trade in toilet preparations. The market for American toilet preparations in Spain is growing steadily. During the last five years the value of exports of toilet preparations to Spain have shown a progressive increase. In 1923, the total was \$45,272 and in 1927, the banner year, \$103,149.

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Modern Face Powders

by W. A. Poucher, London
Author of
"Perfumes, Cosmetics and Soaps"

THERE are on the market today a very large number of face powders of different make and price. It must be a rather difficult matter for the chemist to

carry a complete stock of all makes and colors, and it is undoubtedly still more difficult to explain to the customer why a two-ounce box of certain kinds sells at half-a-crown, while similar-sized boxes of other makes can be bought for about half that price. At first blush the answer seems easy, and the majority of ladies would say the quality of the powder is better in the higher-priced lines. This, however, will not necessarily prove to be the case on investigation, as we shall see; the real difference being in the perfume, the quality and quantity of it used, and, incidentally, the

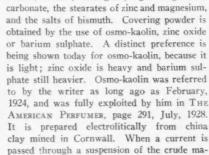
proportion of natural flower extract employed by the chemist in blending it. The perfume, however, is by no means the only feature which appeals to the woman of discrimination; she is interested also in color, texture and perfect adherence to the skin. The elegance of the package is a secondary consideration, because both cheap and expensive powders are generally well turned out.

Assuming, then, that the perfume makes the first sale of a face powder, will an intriguing odor produce repeat sales? No, not necessarily; it is the appearance and finish given to the skin by the powder which induces the majority of women to buy, repeatedly, any particular make. This characteristic may almost be described as "texture," although generally ladies apply the term rather to the fineness" of the powder—that is to say, to the dimensions of the silk sieve through which the powder passes in the course of its manufacture, thus producing fineness of subdivision and even distribution of all ingredients, including color. Texture, then, is a most important characteristic of a face powder, and is influenced by the following considerations:—

- (1) The powder must have good covering power and so hide slight skin blemishes.
- (2) It must adhere perfectly to the skin and not blow off easily while motoring.
- (3) It must not be completely dissipated in a few minutes and so make repowdering continually necessary.
- (4) The finish given to the skin must be matt or peach-like.
- (5) Shine on and around the nose must be completely eliminated. The powder must be absorbent.
- (6) There must be sufficient "slip" to enable the powder to be spread in the skin by the puff without producing a blotchy effect.
- (7) The constituents of the powder must be such that a clown-like effect is impossible. The preference should be rather towards transparence.

The substances which can be used to impart all these good qualities may be divided briefly under two headings, vegetable and mineral. To the former belong the starches.

lycopodium and orris; to the latter, osmo-kaolin, zinc oxide and carbonate, barium sulphate and carbonate, calcium sulphate and carbonate, talcum, kieselguhr, light magnesium



terial in a slightly alkaline bath, the finer of the colloidal particles are deposited on the anode, while the coarse particles and impurities either sink to the bottom or are deposited on the cathode. The particles of osmosised kaolin are in actual fact no larger than bacteria. Zinc oxide in smaller proportions is generally used with osmo-kaolin, but the finest B.P. quality should be employed. Barium sulphate is a great favorite in compacts, because compacts made with it do not break easily.

Adhesiveness is obtained primarily with the stearates, zinc was used for a good many years, but magnesium is better. Both are light and fluffy products, but since the American medical profession has condemned the zinc salt as poisonous (this does not appear to have been conclusively proved), it is better to steer clear of trouble and use the magnesium salt. In addition to this particular property, the stearates, when used in small proportions, give to the powder an attractive velvety softness which cannot be obtained with any other substances. Complete dissipation on the skin in a short time is very noticeable in those powders which are prepared with a large proportion of talcum. Talc is used, however, in most face powders, but the percentage should be kept fairly low-about 20. The substance varies in color, and the whitest only should be used in the finest powders. It is an important constituent of compact powders and rouges.

Effect on the Skin

The peach-like finish given to the skin by face powders is obtained best by the use of rice starch. Other starches are used in cheaper powders, maize starch being often employed. As is well known, however, the particles of rice starch are much finer than those of any other cereal, and a distinct preference is, in consequence, shown for it. Rice starch is prone to absorb moisture, and should be placed in a drying oven for two or three hours before use. Potato starch should be avoided. The question of a shiny nose is, incidentally, closely associated with starches. This particular part of the anatomy is inclined to perspire, and powders which are absorbent more readily rectify this blemish. Rice



starch is very absorbent and thus favored for this additional reason. Light magnesium carbonate is also beneficial. Slip during the application of a powder to the skin is imparted by the use of talc. A clown-like effect is obtained with potato starch, which should thus be avoided.

Powdered orris root is still used by some manufacturers in small quantities because of its violet-like odor. This is enhanced by small additions of powdered bergamot peel, but today this is seldom resorted to. A disadvantage in the use of orris is that of color, and another that this substance often gets damp. Its use generally is not recommended. Light precipitated chalk is an excellent constituent of face powders; it is fairly light and bulky, but should not be used in excess of 30 per cent. Bismuth oxychloride is not much employed, owing to its tendency to darken after application to the skin.

Finally, there are other substances, such as boric acid, borax and alum which are occasionally used for dermatological reasons. Quinine hydrobromide has also been suggested as a constituent of face powders with the idea of utilizing the property possessed by the salts of quinine of absorbing the ultra-violet rays of the sun, so dangerous for the skin by their very active chemical action. To enumerate the various substances in their usual proportions:

Osmo-kaolin 20-5	0 per cent.
Zinc oxide or carbonate 5-3	
Barium sulphate or carbonate 5-1	5 44
Rice starch	
Light magnesium carbonate 5-1	
Light precipitated chalk 10-3	
Magnesium stearate 1-	
Taleum 10-2	
Orris 2—	0 4

The process of sifting and mixing is important. Several raw materials, particularly starch, chalk and talcum, are bought in sacks, and although frequently lined, it is amazing how much extraneous matter seems to find its way inside during transit. This matter is, however, readily eliminated by means of a 120-mesh sieve, and silk is unquestionably the finest material for the purpose. Substances such as zinc oxide do not sift readily; they clog the sieve, particularly if it is a metal one. Silk does not possess this disadvantage, and is almost universally employed. For small operations the raw materials may be brushed through twice, but for quantity production machines are indispensable. The powders are emptied into a hopper on the floor level and carried by cup conveyor to be deposited on the end of an inclined revolving silk drum. This has a small "knocker" which prevents clogging. The extraneous matter falls from the lower end of the drum, while the fine ingredients pass through in the course of its revolutions. Below is a rapidly rotating shaft having bent arms, which ensure perfect mixing.

The Choice of Color

The coloring of a face powder requires an artist's eye—the shades must be bright and alive, yet delicate. The colors are seldom arrived at as a matter of luck; they generally take hours of experiment with numerous shades of a given color. A very large number of raw materials are now available and may be grouped as under:—

- (1) Vegetable Origin.—Burnt sugar, alkanet, gamboge, saffron, cudbear, turmeric, red sanders wood and rhatany.
- (2) Pigments.—The brown, yellow and red oxides of iron.
 (3) Dyestuffs.—The halogen derivatives of fluorescein

- and their potash salts, rhodamines, auramines, tartrazines, chrysoidines and phenylene browns.
- (4) Lakes.—Carmine and various dyestuffs struck on chalk, barytes and other non-poisonous bases.

When choosing a color the chemist must bear in mind the appearance of the finished face powder in daylight, under electric light and in contact with a perspiring skin surface. He must also remember that the ingredients of the powder have a direct influence on its final shade. For instance, a powder containing 50 per cent. of rice starch will require different treatment from an entirely inorganic powder. Further, since moisture intensifies color, a smaller percentage will be necessary in making compacts, as they are damped before compression. Manufacturers are generally rather jealous of their own particular shades, and in order to complicate the attempts of the duplicator they use a mixture of colors to obtain each finished shade rather than a single color. A small sifting and mixing machine is generally reserved for color blending and dilution with chalk, so that a given percentage is always used. This reduces the limit of error and facilitates uniformity of tint. Standard shades should be adopted for the whole range of colored face powders, and before packing each should be compared in both natural and artificial light by at least two persons. Variations in color do not lead to increased turnover.

The two most important shades of color are rachel and naturel, the former a creamy yellow and the latter a creamy pink. As a rule the pigments produce flat shades, but they make excellent bases to work on. They can be brightened considerably by the use of traces of spirit-soluble dyestuffs or lakes. Spirit-soluble colors are better than water-soluble dyes because they dry quicker, and are consequently more uniform. The lakes are generally of an intense color, and traces only are necessary. The vegetable colors are quite useful in the form of alcoholic tinctures. Mauresque and ochre face powders are rather more difficult than the foregoing, since they require a much greater proportion of color. Peach is one of the newer shades, and can be easily obtained after experiment with orange and pink lakes. Carmine is not much favored in face powders owing to the rather dull shade it produces when compared with phloxine, for instance. On the other hand, it is indispensable in the preparation of rouges, either powder or compact. It is usual to blend it with such pigments as Armenian bole, Venetian red, burnt sienna and burnt umber, when a variety of shades can be prepared. These are then diluted with tale, starch or osmo-kaolin to give the desired intensity of (To be continued)

Poland Buying More Tin Containers

(Special Correspondence)

According to recent advices from Warsaw, the consumption of tin boxes and tin plate for advertisements is increasing in Poland, and many of the factories which gave up the use of these materials after the war are again using them. There has been a much better demand recently for metal containers for oils and fats, and the manufacturers of cosmetics and other toilet preparations are also purchasing small tin boxes in large quantities. Polish producers of such containers seem to find it difficult to compete with the imported products. Polish manufacturers obtain their raw material, namely, tin plate and black sheet, mainly from England, and, in addition buy small quantities of German material.

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Cosmetic Emulsions and Suspensions*

Present and Previous Laboratory Practices in Working Various Formulae Discussed by Josef Augustin

LARGE proportion of the cosmetic products is to be conceived as an emulsion or as a suspension. Emulsion is the most uniform and finest possible mixing of two fluids which do not naturally mix with each other. Suspension is the mixing of a solid with a fluid substance in which it is often possible to recognize with the naked eye the solid substance in the fluid in many fine suspended particles. The emulsion or suspension is made possible and fixed by an emulsifying agent, which is capable of swelling in the fluid or which by reason of its chemical constitution makes possible a splitting up of the substance to be emulsified, and which lowers the surface tension. By reason of the surface tension a liquid has the tendency to form only one cohesive body, while in case of the emulsion one of the fluids has to be divided up into innumerable small particles.

Alkalis, ammonia, soda, borax, are rated as emulsion producers, i.e., as emulsifying agents which have the power to break up. Moistened starch of all kinds, soluble, casein, albuminous substances, gelatins, gum, egg yolk, vegetable gums, are emulsion sustainers. These act by imparting to the mass of the liquid a greater viscosity and thus hindering the already broken up oil globules from reuniting into larger droplets. Since they envelop the oil globules with a protective film, they are also called protective colloids. In case of a sufficient viscosity of the liquid they are also capable of starting an emulsion. A third kind are soaps, which both start and maintain. Furthermore, wax-alcohols, castor oil, lanolin and sulfonated and similar oils are considered to be emulsion producers between water and oil.

The conceptions emulsion and suspension cannot always be easily differentiated; e.g., in case of the preparation of a mixture of wax and water the wax upon being heated becomes fluid, so that the mixture has to be considered as an emulsion up to the point of hardening, but after cooling it becomes a suspension. Furthermore there often exists a doubt whether a substance shall be designated as fluid or viscous or solid. In order that these doubts may be eliminated, the word emulsion is always to be used here, and only in quite well marked and undoubted cases the word suspension.

In the department of cosmetics there are recognized solid, cream like and fluid emulsions, besides numerous intermediate stages between the three principal kinds of consistency.

All hard soaps of lanolin, petrolatum or wax may be designated as solid or hard emulsions. The high priced toilet soaps must also be counted in, because they contain mostly an addition of face cream. When wax, petrolatum, etc., are added to the soap during saponification or before cooling, the emulsion is genuine. When these substances are added afterwards in the mill, the soap is a more or less uniform mixture, somewhat like powdered soap and powdered wax. The solidified emulsions represent the most stable of all emulsions, and their constituent parts are no

longer separable unless the soap is dissolved in much water and the emulsified material is thus separated by heating, "Koapulation" of the emulsifying reagent, etc.

A creamy consistency occurs in the fat-free face creams. The preparation of these emulsions is interesting and typical. This cream which vanishes easily, sinking immediately into the skin and leaving no fatty feeling, consists of a stearin-potash soap or their mixtures thinned with water, glycerine and sometimes also with alcohol. In the soap solution stearic acid is the principal ingredient and is most thoroughly emulsified, the emulsified stearic acid amounting to two to six times the amount saponified. The more the emulsified stearic acid is in excess of the part saponified, the more valuable is the cream, but also the more difficult of preparation.

Complete saponification of 100 gm. of stearic acid is effected by about 20 gm. of KOH, 14.5 gm. of NaOH, 19 gm. of Na₂CO₃ and 24 gm. of K₂CO₃, in which case these were computed as water free 100%. Accordingly if 400 gm. of stearic acid and 20 gm. of 85% KOH are used with the necessary amount of water and are saponified, then 85 gm. of stearic acid are saponified and 315 gm. are emulsified.

Ammonia on the other hand requires a special method of saponification; soda and potash generate carbonic acid, so that the saponification results most agreeably and most safely by use of soda and potassium lye. By use of soda lye and a large amount of water and glycerine hard creams result, so that by this process an inexpensive product becomes possible, containing much water, but little stearic acid. Indeed too little water would produce a difficultly vanishing hard cream. Most effective for producing an article of quality is saponification with potash lye, which results in easily vanishing creams of intrinsic value. Face creams that are not oily are also prepared by dissolving, e.g., 50 gm, of stearic acid soap or potash soap with stearin or olive oil at 100° C. in 800 cc. of water, adding 150-250 gm. of melted stearic acid, and stirring until the mass is cooled.

The emulsion becomes much more finely grained, however, if the emulsification forms during the saponification. For in this case the alkali, still unconsumed, in addition to its emulsifying action on the soap which is forming, acts also as an energetic emulsion director upon the stearic acid by breaking it up. The more finely this acid is emulsified, the more easily it is taken up by the skin. The degree of fineness of the emulsion is improved by a suitable crutching apparatus and stirring the mass after cooling. It is quite true in case of this cream that the way of working it determines the quality not less than the component parts.

An emulsion, which is also cream-like, is cosmetic lotion. In this case wax, spermacetti, lanoline (in all 3-5%), also oils and petrolatum are emulsified by starch solution (pure starch 3-5%) or plant pulp solution prepared at 80-100° C. by soaking in water. After this the mass is stirred until cool. The glycerine addition should not exceed 15%, in

^{*} From Deut, Parf.-Ztg., Vol. 13, No. 11, 1927, p. 299.

order that too softening an action may not take place; otherwise it retards easy drying. In some high grade creams it is advisable to omit the glycerine. Cosmetic lotions, in spite of their fatty character, easily penetrate into the skin and become invisible, and do not deteriorate so easily as the greaseless creams, which must always be kept tight in tin tubes. Also creams impart to the skin a more perfect and more soothing beautifying action.

Cold creams are emulsions of spermacetti, wax, olive oil or almond oil, or even of glycerine, lanolin, petrolatum, castor oil in water, which comprises about ¼ to ⅓ of the total mass. As emulsion-like bodies they penetrate more easily into the skin, and because of the evaporation of the water they cool it in a more agreeable manner than the pure water free fat mixtures. Furthermore, they have a softer consistency than these, but are harder than the creams which contain no fat,

Toilet lanolin is similar to cold cream, except that it represents principally a fatty body (lanolin), which has been intimately mixed with about the same amount of water.

Older formulae also are built up on emulsions. As an example one formula for glycerine hand cream reads: 25 parts of white soft soap are mixed warm with 55 parts of glycerine and with 300 parts of almond oil and perfume. These are stirred together. It must be admitted that this preparation, in the light of our present day science, also takes a favorable place. Instead of soft soap, wax and spermacetti may be used; instead of glycerine, water.

Other emulsions of older formulae are: honey-almond-paste, i.e., 2 kg. of almond oil are ground up with 30 yolks of eggs, 2kg. of honey and 1 kg. of shelled and crushed almonds and "olivine." Another reads: 2.5 kg. of olive oil are ground up with 150 gm. of potash soap, 12 yolks of eggs, 100 gm. of gum arabic, 300 gm. of honey. These compounds which have given fairly good service might be modernized by replacing yolk and honey with starch and glycerine.

Both in more recent and in former cosmetic practice many cream-like emulsions are found, however those recorded above are the principal ones and are best known.

In the case of liquid emulsions the emulsion character becomes more pronounced than in those which are creamlike and hard. According to the degree of their dilution they have a more or less milky color, and therefore they are described as "milk," and flow more readily, so that they may be prepared by shaking. However, they separate more easily. For this reason they are always to be shaken before

We may describe pine-needle milk more in detail. In this case pine-needle oil is very finely divided by soap or lanolin, etc., in water and glycerine; 20 parts of wool fat are melted and are shaken with a mixture of 25 parts of glycerine, 40 parts of water, 2 parts of soaked gum arabic (or soap), and then 1½ parts of pine-needle oil and ⅓ part of eucalyptus oil are added, and the whole mass is well shaken. A still stronger and whiter cloudiness results when 15 parts of benzoin tincture and similar tinctures of resin are added.

In a similar manner herb milk is prepared by adding to the mixture in place of pine-needle oil, herb oils such as oil of bergamot, of thyme, of rosemary, of eucalyptus, of elder, etc.

Milk of camphor, which has a skin cleansing and bleaching property, is prepared by adding to the above stock mixture containing more diluted and less landine a solution

of camphor consisting of 1 part of genuine camphor, ½ part of oil of rosemary, ½ part of oil of lemon, ½ part of artificial oil of rose and 5 parts of alcohol, by vigorous shaking.

Milk of rose, milk of lily, milk of violet, etc., are prepared by adding to the base mixture the respective extracts or perfume oils. For the most part such preparations constitute a mixture of true emulsion and suspension. Thus many formulae read similarly to the following: 3 parts of tincture of benzoin, 3 parts of white talcum powder, 3 parts of zinc oxide, 5 parts of glycerine or 1 part of borax, 5 parts of tincture of soap wort (or better 1-2 parts of soap) in 100 parts of water are thoroughly shaken up. The particles of powder and resin are finely broken up after the shaking, and keep for some time in suspension. Sooner of later, however, according to the degree of viscosity of the liquid mass the powder separates by settling. This greaseless suspension is advantageously combined with an emulsion containing wax, lanolin and almond oil. By the addition of borax, etc., many emulsions parade under the name of freckle-water and beauty-water.

Almond oil, pistachio oil, cucumber oil, contain the juices of these fruits in an emulsion with wax and fat, and are in favor because they are credited with softening and bleaching the skin. Kummerfeld, or lotion, water on the other hand, contains as its principal ingredient sulfur in suspension which is recommended for dandruff.

All these emulsions are used in concentrated form to rub the body for the purpose of stimulating it and as additions to the bath water. In sufficiently diluted form they serve as albuminous washes and fat-absorbing face washes.

Another emulsion is the brilliantine shake, in which castor oil is emulsified with alcohol. While two layers are distinguishable in the liquid when at rest, the emulsion is formed on shaking. It is clear that this is more easily taken up by the hair, and is less oily than pure castor oil. Hair waters including oil, contain either castor oil in solution, or they have an oil addition which becomes emulsified by shaking or causes suspension on the use of ammonia or potash, of oil, fat, lanolin, sulfur.

Soap must not be used as emulsifying agent if the hair water is only rubbed into the head, but is afterward not rinsed off.

An older, but rather satisfactory formula for a hair wash water reads: 15 gm. each of ammonia and almond oil, 25 gm. each of oil of mace and nutmeg, 300 gm. of essence of rosemary are mixed by strong and long shaking, and are then shaken up with 1 kg. of rosewater. This fat supplying hair water is, of course, suitable only for dry oilless hair. It is more satisfactory in this case to wash with a liquid mild soap and follow with a rubbing with hair oil or fat-containing hair water.

Many clear cosmetic washes become emulsified only on being used, so likewise those perfumes and bath water essences, as also mouth washes, become emulsified when they are sprinkled into the water. The breaking up of the essential oils is possible only with the help of a water-soluble catalyser like alcohol. Pure essential oils do not break up in water in the form of emulsions, but float as droplets or in a very fine membrane on the water.

The liquid cosmetic emulsions, with the exception of oilcontaining hair waters are not used much, although sometimes they produce excellent beauty effects. On the other hand, the cream-like emulsions like face creams, enjoy an ever-increasing favor.

The Practical Side of Packaging

Continuation of the Article on Methods and Machines by F. C. Chase E. R. Squibb & Sons

XE have discussed the function of the production or same time producing to specifications. In some cases he may planning departments in packaging, conceiving that the highest efficiency is possible only when a operate the department conscientiously. However, if the

definite agency has been made responsible for holding inventories at quantities adequate to take care of orders, but low enough to prevent unwarranted tie-up of working capital. Scheduling production from this standpoint alone was not considered sufficient since in some instances it pays to run with slightly higher inventories to aviod frequent set-up and clean-up of equipment handling a variety of sizes or products.

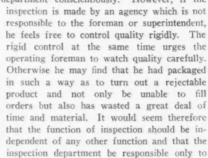
Naturally the scope of the planning engineer or the production manager must be limited. That is, there is a point where planning pro-

duction or planning for production ceases and the work becomes purely manufacturing a definite quantity specified by the production department of a quality consistent with the specifications and policies of the enterprise. The responsibility for this accomplishment should fall upon the packaging superintendent or department head, rather than on the production department. In other words the organization for packaging merchandise should be such that the production department states "where," "when" and "what" is to be packaged. The packaging superintendent or foreman should be responsible for "how" it is packaged.

If we analyze "how" a package is put together, we find that the elements of attention must be several fold. First, how about quality? Second, how about labor costs? Third, how about material costs and material loss and spoilage? Fourth, how about the uniformity of quality and appearance? These considerations would appear to be exceedingly important for the packaging superintendent to look after, and should constitute his major functions. To be sure he may assume other duties or functions depending upon the nature and size of the enterprise, but at the most they represent additional or less important considerations. Unless, by chance he gets into functions that are not properly within the scope of a packaging superintendent or foreman. It may be interesting to mention certain manufacturing functions that really should be divorced from those of the packaging foreman even though very often the latter is burdened with them to the disadvantage of the quality and costs of the

One of the functions that is sometimes carried out by the operating superintendent is either to inspect personally or to have under him an inspector who passes or rejects the finished items. The danger in this arrangement lies in the perfectly natural inclination to maintain production and fill orders. That is to say rigid inspection control is contraactive to highest production since high speed, unwarranted haste may affect the quality of the package. The superintendent or foreman directly in charge of the packaging is compromised by the necessity of filling orders and at the

favor one condition and in some, favor the other; and yet



the factory management direct.

Another function which should perhaps in most instances be delegated to someone other than the packaging foreman is that of equipment maintenance. It very often happens that the foreman prefers to "tinker" with a machine, or do some "minor" repairs himself or have it done by someone in his department who is not a maintenance man. Such practice is just as fallacious as if the maintenance department were to assume responsibility of planning the work. The functions are so different and so very definite and specialized that it does not do to mix them.

Like any other machinery, packaging equipment is special. It requires the experienced maintenance mechanic to keep it in an efficient operating condition. There is no packaging machinery that will run day in and day out without some attention by trained mechanics and still turn out good work at good speed. When the foreman of the packaging group or department begins to assume that work, then trouble is inevitable. It has been tried time and time again. A new machine will come in, be set up and operated successfully. It runs so well that it appears extremely simple and should require no attention from a trained packaging machinery mechanic. But, as time goes on it invariably happens that the lack of attention begins to show up in spoiled packages, shut-downs, low production, repairs and maintenance and trouble of every kind which could have been avoided by giving to the machinery the reasonable amount of attention by a skilled mechanic which it deserves. Few automobiles would run day in and day out, every hour during the working day, without attention by an automobile mechanic once in awhile. Yet there are some packaging superintendents who seem to feel that an automatic or semi-automatic machine can run indefinitely with an occasional oiling and be properly cared for by someone other than a qualified mechanic. Inevitable trouble comes from such a policy.

Therefore it would appear wise to divorce this function from those of the persons responsible for turning out the material at low costs and according to specifications, and place it in the hands of the maintenance engineer or depart-



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ment whose major function it is to see that every bit of equipment and machinery in the plant is being properly taken care of. With such an arrangement the machinery is bound to last much longer as well as to turn out packages at minimum costs.

In some instances there appears to be occasional "buck passing" between the maintenance and operating department as to failure of a machine to operate properly. Yet this is due often to misunderstandings which do not need to exist. That is to say, many machines should be operated in a certain way and their success depends upon their being operated in just that way. Failure to do so means poor work and spoilage as well as costly delays. It may also mean undue wear on the machine and excessive repairs. If such conditions are known by the maintenance departments, standard practice should be issued to that effect so that there will be no grounds for the contention that the operating department did not know that such and such a thing was supposed to be done. Insistence upon cleanliness around a machine by the maintenance department is often necessary to avoid excessive wear and maintenance. If the maintenance department does not see to it that such things are taken care of, it, of course, lays itself open to the reproaches of the producing departments and the packaging superintendents for not properly pointing out their importance.

In any event there should be established very definite lines of responsibility for the maintenance of the machinery on the one hand and the operation of it on the other. If such responsibility is once established between competent people a reasonable life for the machinery is assured as well as low machine packaging costs.

(To be continued)

Note:—Illustrations used in Mr. Chase's series on packaging are designed to show general types of machinery. The possible purchaser should investigate the various makes of each type before making installations.

British Chaulmoogra Experiments

Under the heading of "Recent Research on Empire Products," some interesting information appears in a recent issue of the Bulletin of the Imperial Institute. Trial plantations of Taraktogenos kurzii and Hydnocarpus wightiana have been made by the Department of Agriculture at Heneratgoda and Peradeniya. The more recent plantings are making good progress, and some of the former, raised from seed in 1921, are growing satisfactorily at both places. Investigations on all species of hydnocarpus growing in Ceylon are being carried out, and samples of each are being sent to London and Calcutta for analysis. Specimens of H. octandra have already been dispatched, and some of H. venenata are to follow shortly. Trees growing in the Royal Botanic Gardens, Peradeniya, were thought to be H. alpina, but on investigation it has been decided that they are probably H. anthelmintica, a native of Siam and Indo-China.

French Is So Puzzling!

London, Aug. 10.—Rex Evans, who may well be described as the English Will Rogers, has got a new story about a friend of his who blends new perfumes. His friend showed one of his choicest wares to a Hollywood film star whose linguistic ability was not equal to her cinematic prowess.

"You must try my latest scent," he said. "I call it viere sage (wise virgin)." The film heroine said ecstatically: "What a divine smell! Green sage!"

Egyptian Queen's Cosmetics Found

(Special Correspondence)

Cosmetics, manicure instruments, and razors thousands of years old are stated to be among the latest objects torwarded from the tomb of Queen Hetepheres to the Cairo Museum. Hetepheres was the mother of Khufu, or Cheops, the Pharoah of the Fourth Dynasty (about 4500 B.C.) to whom is attributed the Great Pyramid at Giza.

The Egyptian Office of Works communique says that the articles include thirty alabaster vessels, a large copper ewer with its copper basin and toilet box, three gold cups and implements and tools of gold, copper and flint. Among the alabaster vessels are two of unique form. The toilet box of wood is a reconstruction of an old box which was found in fragments on the floor, but the contents are the original contents, eight small alabaster jars and a copper spoon. Seven of the jars contained the seven traditional perfumed ointments of the Egyptians, and the eighth contained kohl. Six of the lids of these jars have been preserved and inscribed with the names of the contents, while a single heiroglyphic sign on the rim of each jar indicates the connection between each lid and its respective jar. The contents of the jars consist of dry fibrous remains, probably vegetable, which have been removed for examination and analysis.

Objects in solid gold include a small drinking cup with a recurved rim and spout, two small cups, two razors, three rectangular knives, a manicure implement with a sharp end for cleaning the nails and a rounded end for pressing down the skin at the base of the nails. The copper implements consist of five razors, which, with the two gold razors, make a set of seven, and four rectangular knives which, with the three gold knives, make another set of seven. With these is a set of extraordinary flint implements, which seem to be older prototypes of the metal implements, thirteen oval flints or flint razors, and nine rectangular flint knives. There was also a very fine, small copper needle.

Perfume Arab King's Only Luxury

(Special Correspondence)

London, Aug. 10.—King Ibn Sa'oud of Arabia, who has suddenly burst into great prominence by his declaration of war on Irak, is the subject of a biography by Ameen Rihani, which has just been published here. Mr. Rihani relates that the King lives, like his subjects, very simply. He has, however, the Oriental love of perfume in full measure. Perfume, in fact, is the only luxury which he allows himself, and he frequently drenches himself with it. In Arabia, in fact, the use of perfume is in no way restricted to the fair sex, but has always been equally indulged in by both sexes.

Instance of Simplification Advantages

As an object lesson in applying research to sales, the Division of Simplified Practice Department of Commerce cites from a bulletin of the New England Council the experience of Buxton, Inc., of Springfield, Mass. When this company started in 1897 it offered one product—a facial cream—to the public. At the end of twenty years the line ranged from 2,500 to 5,000 items. Through simplification this firm today offers only six products. The bulletin states that one advantage of this simplification is that a salesman can take the entire line under his arm and display it to ten dealers in the same time that was necessary to show the old line from a sample room in a hotel to one dealer.

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The One-Price Policy

Manufacturers Just Beginning to Adopt Method Employed by Retailers for 50 Years by Leroy Fairman

Y memory goes back to the days when the purchaser of goods in a retail store had no idea whether he was paying a fair price, or the lowest price the dealer would accept, or whether he

Retailing, in those benighted days, was a matter of bargaining; and the buyer who was too proud or too timid to bicker and haggle got very much the worst of the bargain.

I recall very clearly occasions on which my father showed his prowess as a buyer when shopping for my clothing, or his own. He would ask the price of a suit of clothes, or an overcoat; and, upon learning it, would "register" surprise and dismay. His protestations that he "couldn't afford to pay that

much" were met by slight reductions in the price; after further discussion there would be secret consultations, real or pretended, between clerk and proprietor, resulting in more price reductions. And when the negotiations were apparently over, the question of "throwing in" a necktie or suspenders, or both, would come up, and that had to be argued

All this bargaining and bickering was painful and embarrassing to a shy and self-conscious boy; I felt somewhat ashamed that my father took part in it, but as I grew older I shuddered to think what my clothes would have cost if I had been permitted to go to the store and make my own

In those times the one-price principle had never been heard of. There were price tickets on merchandise, but they were always in code. What they signified nobody but the dealer knew.

John Wanamaker was the first merchant, at least the first of any prominence, to adopt the one-price system, and to mark his goods with plain, final, unalterable figures. Other merchants agreed unanimously and vociferously that he was crazy. The public thought otherwise; they flocked to the Wanamaker store; they were delighted with the idea of knowing what the actual, rock-bottom price of merchandise was, and with the assurance that nobody on earth could get a lower price than they did. This was the beginning of a revolution which extended throughout the length and breadth of American retailing. In a surprisingly few years, the oneprice principle and the plain figures method, were adopted by practically every legitimate branch of retail business.

How would you like to go back to the old days and the old ways? How would you like to go into a store and bargain and haggle for half an hour over the purchase of a hat or a pair of shoes? How would you like to feel, after every purchase, that you had probably been gypped anyway -that very likely neighbor Brown, a more hardened and persistent bargainer, had bought or would buy the same goods at a lower price?

Sounds absurd, doesn't it?

But how about your own business? Are you selling, today, on an absolutely one-price, marked-in-plain figures basis? Do your salesmen haggle and bargain? Are they

empowered to make secret deals, special free goods offers, price reductions variously disguised?

If so, what difference is there between your present business methods and those of retailers in the pre-Wanamaker days? Isn't one just as bad as the other?

Last week the sales manager of a concern whose goods are sold extensively in every state in the union told me this:

"All this year we have been cleaning house, and it looked for a while as if we would never make it. There were messes every-

where, and no two messes were quite alike.

"Our salesmen were empowered, within certain limits, to make all sorts of conditions in order to get business. For an order of a certain size, so much free goods. In certain tough cases, still more free goods. To meet dangerous competition here and there, more concessions yet. To get the goods into stores where they had not hitherto been carried, special discounts. To reward old friends who had stuck by us, inside prices or liberal quantities of free goods. And so on.

"The result was chaos. The whole sales policy was a joke. It was a tough job to look a man in the face and tell him we were giving him the absolute, honest-to-goodness rock-bottom price. And when we did tell him so, and even if it was true, he didn't believe us. Why should he?

"Now this is not only a most unbusinesslike way of doing business; not only does it result in loss of faith and confidence, but it is frightfully expensive. It makes it hard to sell goods. Even if the dealer wants them; even if he has a demand for them which he knows he must supply, he hates to give an order. He won't sign it until he has bargained and haggled, and when he does so he plainly intimates that he thinks he is being robbed.

"Furthermore, all these price concessions, extra discounts and free goods take all the profits out of the business. We have never advertised as we should, because we haven't had the money. A sufficient advertising appropriation, on top of all the special gifts to the trade, would have broken our

"So our situation was that the trade was disgruntled, our salesmen were demoralized, our business wasn't showing anywhere near the profit it should, and we were failing properly to educate the public as to the merit of our goods from lack of money to do it with, money which was actually frittered away through all this free goods and price concession

"And, to make a bad mess worse, as we had no fixed and settled prices of our own, retailers had no fixed or settled prices either. They cut the price on our goods without



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sales, the Commerce il the ex-When this -a facial s the line plification etin states salesman it to ten w the old rhyme or reason. Instead of keeping for themselves the profits which our concessions represented, they passed them along to the consumer. There is no excuse for doing this, as our regular retail price is low enough; our goods sell readily at the regular price. Of course, dealers will always cut prices to some extent, but our slipshod policy invited price cutting—made it easy instead of difficult.

"At the beginning of the year we decided to turn over a new leaf. It hasn't been an easy matter. Retailers who have been spoiled by all sorts of free deals and inside discounts are hard to unspoil. But we have hewed straight to the line. One and all have been assured that hereafter our list prices stand, with no deviations under any circumstances, and they are becoming convinced that we mean it. Some of those old tangles are hard to straighten out, but the end is in sight. And next year you'll find us among the ranks of the steady, persistent national advertisers. We'll tell the public why they should buy our goods, instead of giving the dealers bonuses to stock them."

How the retailers feel on this subject is illustrated by what a dealer told me recently. He said:

"I don't believe anybody any more. I discount everything every salesman tells me. It's getting so that there doesn't seem to be any settled, dependable price on anything. No matter what I order, or what I pay, or what free goods or other discounts I get, I always feel uneasy. I have good reason to.

"A little while ago another dealer and I chipped in together and bought a carload of a certain well known commodity. This other dealer is known for a shrewd buyer, and as, of course, I got the same price as he did, I congratulated myself on the fact that for once I had got as low a price as anybody. I was mistaken. I found out afterward that my shrewd neighbor had applied for and secured a very substantial check from the manufacturer as an 'advertising allowance.'

"That staggered me. I haven't the slightest idea that my friend intended to, or will, use this money for advertising the goods we had bought. Nor do I suppose that the manufacturer who sent him the money will ever check up to see whether all or any of it was so expended. That 'advertising allowance' was just another name for graft, and I wasn't smart enough to get mine.

"Such conditions as these not only undermine the very foundations of business, but they take all the pleasure out of it. I don't like to suspect every man who comes in here to try to sell me something. I don't want to lose all confidence in the houses from which I buy. Perhaps it isn't quite true that I have; I believe what they tell me about their goods; I know that they will carry out their promises, and will make good on anything that is unsatisfactory. But when they talk price, I don't believe a word they say. When they tell me that nobody gets more in the way of free goods, discounts and other allowances than I do, I close my ears."

Many lines of business are affected by this evil. The grocery business, I am informed, is the worst offender; but there is no use in trying to dispute the obvious fact that scores of manufacturers in the toilet goods industry are in no position to call anybody's kettle black!

In many cases, though, drastic housecleaning is going on, with most gratifying results. It is sometimes surprising to see how important and far-reaching are the beneficial results of a strictly one-price policy, firmly adhered to, with no free goods, special deals, inside discounts or concessions, open or secret. There are, naturally, disbelief and suspi-

cion and complaints at first, but when the trade finds out that the entire proceedings are on the level and aboveboard, there is a wonderful clearing up of the whole atmosphere, with better feeling and better co-operation on the part of all concerned.

One of the worst features of the conditions described in this article is the fact that it places selling exclusively on a price basis. The salesmen think of nothing except getting an order through some of the deals they are empowered to make. The retailer is keen to find out just how much he can get for nothing, and quite naturally loses sight of everything else. Intent upon price, the salesman forgets quality altogether; intent upon getting the best bargain he can make, the dealer will listen to nothing else, even if the salesman tries to lead the discussion away from that topic.

Thus the manufacturer's goods, no matter what their quality or characteristics may be, are thrown into direct competition with all other bargain counter merchandise. All bargaining is essentially a matter of price, and when that factor is introduced, all others are forgotten.

The man who is making all sorts of prices and giving all kinds of free goods and other discounts, will find something to think about seriously if he figures out what this policy is costing him. Let him set down, in cold figures, the cash value of the goods he gives away every year, and add the real money he hands out in extra discounts, "advertising allowances," and other forms of graft, and he will be astonished at the total. No wonder a business so conducted isn't making as much money as it should. No wonder more strenuous and expensive sales tactics have constantly to be employed in order to do business. No wonder adequate advertising of the business is out of the question.

The time is coming when this sort of selling by manufacturers will be as obsolete as is the pre-Wanamaker retailing system. The pioneers are with us, and doing a better business, making more money. But, just as other retailers sneered at Wanamaker's one price idea, so do other manufacturers now insist that the old way is the only way. "The way we've always done business," "the competition we have to meet," are the excuses for continuing a policy which has not a single legitimate excuse for its existence.

All reforms take time. This one would progress far faster if manufacturers who have definitely turned their backs on their old ways would take their competitors into their confidence, show them their books, and let them see just how their business has taken on new life, struck a livelier stride, and begun to pay larger dividends than ever before.

Rules for Ad Writing

(From "My Life in Advertising," by Claude C. Hopkins)

Brilliant writing has no place in advertising. Never try to show off. You are selling your product, not yourself. From start to finish offer service. Do not boast. Frivolity has no place in advertising. Nor has humor. Spending money is usually serious business. Never advertise negatively. Always present the attractive side, not the offensive side of a subject. People are seeking happiness, safety, beauty and content. Then show them the way. Superlative claims do not count. People are pretty well educated to the belief that advertising must tell the truth.

Finds The Perfumer Essential

(C. W. Beggs, Toilet Preparations, Chicago, Ill.)
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The Suburban Store and Toilet Goods

Druggists' Research Bureau Issues Another Number in Its Series of Reviews of the Retail Trade In Toilet Preparations

THE retail druggist who cooperated with the Druggists' Research Bureau in this study maintains a large and prosperous store in a suburb of an eastern city. He has little or no shopping trade; a large part of his business is done over the telephone. He regularly has several hundred charge customers on his books. Because of these extra services, the store always has asked and obtained full prices for its merchandise.

This store carried 503 different brands, sizes and styles of toilet goods.

In these 503 brands, sizes and styles it made a total of 11.769 individual sales in a 6-month period.

These sales average slightly more than 44 cents each, a total amount of \$5,203.

Margin, volume and turnover are the three determinants of profits. There are variations in margin, volume and turnover between the various lines of toilet goods carried in this store. The following table shows this fact. The variations in the complexity of stock in various lines are also shown by table one.

Table 1-Variations in Margin, Turnover and Volume

Line of Toilet	Number of Brands, Varieties,	Num- ber of	Average Amount of Each	Stock Turnover (Times	Gross Margin (Per
Goods	Sizes	Sales	Sale	a Year)	Cent)
Hair	67	992	46¢	4.2	39
Shaving .	50	1,381	52¢	5.0	36
Dental	64	3,679	46¢	6.0	39
Facial	117	1,221	57¢	3.6	38
Hand		386	60¢	4.0	43
General		4,110	35€	3.4	37
All lines	503	11.769	44¢	4.0	38

Of this total toilet goods business, consistent sellers (that is, items which were ordered at least 3 times in a 6-month period or which sold in quantities of at least 3 dozen within 6 months) made up the proportion of the total business in toilet goods which is indicated below.

Of the 503 items carried, only 159 were consistent sellers. Thus, only 32 per cent, or less than a third of the total number of items carried in stock could be called consistent sellers. From these 159 lines, however, a total of 9,430 individual sales were made. This is 80 per cent of all the toilet goods sales. Moreover, these 9,430 individual sales averaged slightly less than 38 cents each, a total of \$3,544, which is 68 per cent of the total receipts from the sale of toilet goods.

Among these consistent sellers, too, there are variations in margin, turnover and volume and, therefore, variations in profitableness. The following table shows these variations in margin, turnover and volume.

Variations in Consistent Sellers

Toilet Goods Hair Shaving Dental Facial	. 34	Num- ber of Sales 645 1,152 3,376 699	Average Amount of Each Sale 45¢ 50¢ 46¢ 48¢	Stock Turnover (Times a Year) 7.8 8.8 8.8 7.8	Gross Margin (Per Cent) 38 36 38 36
Hand	4.0	699 258	48¢ 42¢		
General	. 49	3,300	216	8.4 6.0	39 38
All lines	. 159	9.430	386	7.6	3.8

Although only 2,339 sales of slow sellers were made during the 6-month period, these sales averaged slightly less than 71 cents each, a total volume of \$1,659. As in the case of the consistent sellers, there are, however, variations in the amount of the average sale in various lines of toilet goods, as well as in margin, turnover and volume. The following table shows these variations,

Variations in Slow Sellers

Line of	Number of Brands,	Num- ber	Average Amount	Stock Turnover	Gross Margin
Toilet	Varieties,	of	of Each	(Times	(Per
Goods	Sizes	Sales	Sale	a Year)	Cent)
Hair	46	347	48¢	2.6	42
	30	229	60¢	2.4	35
Dental	30	303	45¢	2.8	40
Facial	92	522	68¢	2.4	40
Hand	26	128	94¢	2.2	47
General	120	810	92¢	2.4	36
All lines.	344	2,339	71¢	2.4	39

A further comparison of the consistent and the slow sellers is shown by the following table.

Variations in Proportion of Sales

Line of Toilet Goods	Proportion of Items Carried Which Are Slow Sellers	Proportion of Sales Made Which Are Slow Sellers
Hair	69	35
Alexander destruction of the contraction of the con	02	0.0
Shaving	60	17
Dental	47	9
Light excessions and	* * 44	0
Facial	79	43
Hand	72	3.3
Hand	** 14	33
General	71	20
		20
All lines	08	20

From the facts above, it is apparent that there are marked variations in the likelihood of accumulating slow sellers in the various lines of toilet goods.

It is also apparent from the facts in the preceding tables that the consistent sellers, even though the average sale is little more than half that of the slow sellers, are far in the lead from the standpoint of volume and turnover. Although they vitally affect the profitableness of a business, volume and turnover in themselves cannot produce a profit unless each individual sale is made at a profit. In fact, if the business is done at a loss, the faster the turnover and the larger the volume, the more rapidly losses pile up.

The question which must be answered, therefore, is how profitable, comparatively, are the consistent sellers and the slow sellers. In this store, selling costs (salaries of salespeople and proprietor and delivery expenses) average 22 per cent of sales. Rent averages 4 per cent of sales and miscellaneous carrying costs total 5 per cent additional. Thus carrying costs total 9 per cent of sales.

Since the average annual turnover of the entire merchandise stock of the store is 2.0 times a year, these carrying costs cover the cost of carrying merchandise in the store for 26 weeks. (This time is determined by dividing 2.0 into the number of weeks in a year.) The cost of carrying merchandise in the store for 13 weeks would thus be $4\frac{1}{2}$ per cent of sales. That is to say, the proportionate share of rent, insurance, taxes and other carrying costs which should be borne by a particular item varies in proportion to the time it remains in the store before it is sold.

Now apply these facts to the typical sale of an item classed as a consistent seller.

This average sale amounted to	38c
The merchandise cost 62 per cent of that or	24c
Proportionate share of sales costs (average 22% of	
sales)	8c
Carrying costs for an average of 7 weeks	1c
Profit	5c

Since the average turnover of the consistent sellers is 7.6 times a year, it is thus possible from this single 24-cent investment in merchandise to make a total of 7.6 such 5-cent profits in a year, a total of 38 cents.

Compare this profit with the average return from a slow seller.

This average sale amounted to	
Proportionate share of sales costs (average 22% of sales)	
Carrying costs for an average of 22 weeks (because the turnover of the slow sellers averages 2.4 times a	
year)	

Notice, however, that from this 43-cent investment in merchandise it is possible, on the average, to make this 7-cent profit only 2.4 times in a year, thus producing a total profit for the year from this 43-cent investment of but 17 cents. Forty-three cents invested in consistent sellers would have produced an annual profit of 68 cents, four times as much as the profits produced by a like amount of money invested in slow sellers.

Profits from Slow and from Consistent Sellers

Further evidence of the greater profitableness of the consistent sellers in shown by the following table of sales and profits earned in various lines, both in consistent and in slow sellers.

Notice that the profit per dollar of sales is 40 per cent greater in the case of the consistent sellers. Moreover, on account of the more rapid turnover of the consistent sellers, the profit per dollar invested in merchandise is nearly five times larger in the case of the consistent sellers than it is in the case of the slow sellers:

Profits from Consistent Sellers

Line of Toilet Goods	Sales	Profi (Net	t of	er Cent Profit n Sales		Annual Rate of Profit on Money Invested (Per Cent)
Hair Shaving Dental Facial Hand General All lines	1,544 335 110 686	39 11 86	8 3 9 7	13.4 11.9 14.4 11.3 15.5 12.5 13.3	\$47 85 181 58 15 155 541	83 80 123 67 113 55 87
		Profits f	rom	Slow	Sellers	
Hair Shaving Dental Facial Hand General All lines	137 137 355 120 743	16 38 21 5.	8 5 3 1	12.6 5.8 11.7 10.7 17.5 7.1 9.5	\$82 67 60 185 58 413 865	26 12 27 21 36 13

Certainly the facts above are sufficient to justify any druggist in making the following test: Planned selling should be employed to try to place a larger proportion of the toilet goods lines carried in the ranks of the consistent sellers. Those which cannot be developed into consistent sellers certainly give ample justification for being carried only in minimum quantities in the store's regular stock.

Dallas Campaign for Industry

Adopting the methods of big business to bring to the Southwest the industrial development which business leaders of that section recognize is essential to a well balanced economic structure, Industrial Dallas, Inc., a subsidiary corporation of the Dallas Chamber of Commerce, has launched a three-year, \$500,000 community industrial advertising campaign.

The industrial engineering firm of Lockwood, Greene & Co., of New York, who surveyed the territory embracing Texas, Oklahoma, Arkansas and Louisiana for Industrial Dallas, Inc., made a voluminous report which included, not only the most complete volume of information ever assembled concerning the Southwest's markets, raw materials, labor, transportation, distribution facilities, fuel, power, living costs, taxes, and other basic economic factors, but in addition specifically listed 18 lines of industry which they said were especially to be recommended for profitable location and operation in the Southwest at present.

Included in this list of 18 industries was the manufacture of soap, drugs, perfumery, cosmetics and toilet preparations. Commenting upon this particular line, the engineers' report

"Soap—By-products from packing houses and cottonseed oil refineries are shipped out of Dallas to soap factories and the soap is shipped back to be stored in Dallas for distribution. There seems to be an opportunity for the branch of an established business or for a new factory.

"Drugs, Perfumery, Cosmetics and Toilet Preparations.—
This division includes many products. Its development would involve several separate factories. These products are grouped together, because they are sold through related agencies and because they do not follow the trend of other products classified as necessities. Such factories are among the most desirable industries. They offer employment that is attractive to an element that does not look for heavy work. This includes a large proportion of female help."

The engineers' report further reveals that Texas is now producing manufactured goods valued at more than \$1,000,000,000 annually; that there are 700 manufacturing establishments in Dallas, the geographical center of the area, and that the basic manufacturing factors such as fuel, labor supply, power, living costs, building costs, taxes, distribution facilities, climate and financial resources for promoting new enterprises compare favorably with other sections.

In connection with the advertising campaign, Industrial Dallas, Inc., has had prepared a set of seven publications which are said to set a new mark in the preparation of literature for a community advertising campaign. They include a market analysis, showing the per capita wealth, income tax returns, production of new wealth, retail outlets for principal lines of goods, and other important index figures for each individual county in the territory; a 25-year record of the economic progress of the Southwest as compared with the United States as a whole; the position of Dallas as a distribution center from which 1,650 national concerns maintain distribution through branch houses; 1 complete industrial survey; the typical living conditions in Dallas; the rail, express, package car, interurban and motorfreight distribution network radiating from Dallas throughout the Southwest, offering one-day transportation to most of the territory; living costs, building costs, and taxes; and a summary of the corporation laws regulating business in the Southwestern states.

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Cuba Acts to Eliminate Spurious Products

With reference to the report that the Cuban Health Department and trade-mark office propose to revive an old law which will require the registration of trade-marks for pharmaceutical products before a permit for the sale thereof will be granted by the Health Department, Frederick Todd, the American commercial attaché at Havana, advises that the purpose of the plan is to prevent the sale of spurious products now widely sold under designations closely imitating those of reputable products. For these imitations it would probably be impossible in most cases to obtain registration of trade-marks because of similitude, and lacking registration they could no longer be sold.

The spurious products apparently are of Cuban manufacture for the most part but application of the regulation would damage American manufacturers of legitimate products which have failed to register their trade-marks in Cuba, if local interests are first to file application. Commerical Attaché Todd reports that the regulation is not yet in effect but it is understood that the plan is to be carried out

Spain's Essential Oil Exports to America

Compilation of the total declared exports from the United States consulates in Spain for 1926 and 1927 reveals a considerable increase in both quantity and value in Spain's exports of essential oils to the United States, says Commercial Attaché C. A. Livengood, Madrid.

Oil spike led in importance for both years and represented nearly 25 per cent of the total quantity of the 1926 exports and over 33 per cent of the 1927 exports; however, as will be noted in the table, the 1927 value revealed a decided re-

duction in price per pound.

Exports of oil pennyroyal from Spain are of interest since Spain has been one of the principal suppliers; the 1927 exports, however, were less than half of those of 1926. Oil rosemary and thyme are indigenous to Spain, and the quantity of the former exported was only second in importance to that of oil spike. Exports of oil orange in 1927 were only one-tenth of those of 1926; on the other hand, exports of oil origanum in 1927 were double those in 1926. Declared Exports of Essential Oils from Spain to the United States

	A		A	
Oil spike	Pounds 53,461	Value \$57,461	Pounds 125,703	Value \$79,458
Thyme	13,465	12,112	33,455	30,217
	68,893	33,375	72.833	37.842
Eucalyptus	7.988	2,765	23,328	9,143
Juniper	14,255	2,239	9,526	1,645
Lavender	14,422	16,412	6.779	6,004
Urange	23,746	17,433	2,390	4,575
Origanum	15,708	17.116	31,730	35,877
Pennyrova]	5,861	8,331	2,390	2,542
	2,473	1,298		
	5,103	1,550	1,048	3,347
All other	6,828	3,516	2,770	1,968
Total	232,203	\$173,608	311,952	\$212,618

Paris Trade Notes

The regular stockholders meeting of Coty, Paris, recently voted the distribution of a dividend of 50 francs per share as against 76 francs last year.

The firm of Barbier & Mas of Paris has been reorganized and incorporated. Its capital stock of 100,000 francs is divided into 1,000 shares of 100 francs par. * * * *

Société des Savons Lena, Paris, has reduced its capitalization from 500,000 francs to 25,000 francs effecting the reduction by the exchange of 20 shares of the old stock for one of the new, both classes having a par value of 250

Société des Produits Aromatiques de l'Ocean Indien has the distinction of being the first company handling aromatic products whose shares have been admitted to trading on the Paris Bourse.

L. Chevrin & Cie has been incorporated at Paris with a capitalization of 1,150,000 francs. The company will act as drug and raw material millers.

. . . . Mazieras & Cie has been organized to market preparations known as Crème Edelweissa,

Paul Baude and Antoine Mascher have been appointed managers of the recently organized company, Bivac, which will manufacture a line of specialties, among them toilet preparations of various sorts. The company will maintain offices in Paris. It is capitalized at 100,000 francs.

. . . . Parfumerie Royale, Gaston Crucq, has been organized in Paris with a capital of 3,000,000 francs. It will manufacture a complete line of toilet preparations, including hair dyes. * * * *

The Central Syndicate of Essential Oils and Aromatic Raw Materials met recently in Paris with president E. Baube in the chair. E. Maunier, president of the Syndicate of Perfumers-Distillers of Grasse, was a visitor at the session. The president gave an account of a conference on nomenclature with the Economic Committee of the League of Nations in which he had taken part together with M. Quarre. A report was also read which had been prepared at the request of the French Minister of Commerce showing the sections of the tariff in which the syndicate was interested and making numerous suggestions for amendments and additions to it. M. Quarre, who read this report, acknowledged the services of Etbts. Antoine Chiris in collaborating with him in its preparation.

E. Maunier explained the recent negotiations conducted in Grasse with a view to the admission of spices for distillation and expressed the hope that the experiment would result in a law greatly beneficial to the industry. The president told of a conference on the subject of the tariff on phenol and cresol indicating that there was a good chance of a reduction in the tariff on these two materials. A general discussion of certain irregular acts on the part of brokers also featured the meeting. M. G. Cavadini of Levallois-Perret was admitted as a member of the syndicate.

German Trade Notes

Johs. Jörgensen has joined the staff of Aarhus Oliefabrik, prominent Danish company, as engineer and chemist.

The old firm of H. Adolf Blume of Dortmund has been reorganized and will be known in the future as Senf-, Essigsprit und Speiseol-Fabrik H. Adolf Blume.

The capitalization of Dr. H. Heinricy Kosmetische und Chemische Gesellschaft of Hanover has been increased.

The soap manufacturing business of George Klinger, Leipzig, has been incorporated with a capital stock of 20,000 reichmarks.

The business of Krauss & Richter, Mannheim, has been transferred by Friederich Tresselt to Johann K. Schriener, Berta Seligmann and Karl H. Schreiner, who will continue it under the former name and along the same lines as heretofore. The company sells toilet preparations, soaps and various chemical specialties.

The firm of Hans Diefenbacher of Pforzheim has changed its style to Ölfabrik Königsbrach Hans Diefenbacher.

Bröd. Nystroms Aktiebolag, perfumer of Stockholm has changed its name to Tekniska Fabriksaktiebolag Person, following its taking over by Hilding Person. The capitalization has been increased to 25,000 kroner.

* * * *
W. Fuchs has resigned as general manager of Fritz van
Ham, G, m. b. H. of Geldern and has been succeeded by
Mrs. Richard van Ham.

Carl Gaupp, one of the oldest soap manufacturers in Germany, died late in June at his home in Kaufbeuren at the age of 92. He was formerly proprietor of the firm Wilhelm Schneider in the same city.

Karl G. A. Wagner has retired as general manager of the Leipziger Seifenbrik. The firm will be liquidated by Carl H. G. Born.

The second annual exposition and convention of Deutsche Gesellschaft Für Chemisches Apparatewesen, E. V., was held recently in Dresden. There was a very representative showing of chemical apparatus and machinery and a special program dealing principally with metallurgical subjects was presented by a group of scientific men including Dr. Maass, Dr. Zahn, Dr. E. Liebreich, Dr. B. Kerschke, Dr. Guertler, all of Berlin, and Dr. W. Wiederholt of Charlottenburg. It was tentatively decided to hold the exposition in 1930 in a city in the southern part of Germany.

Lavender Pioneer Returns To Harvest (Special Correspondence)

London, August 10.—William Mitchell, aged 94, the oldest survivor of the famous Mitcham lavender industry, who was pensioned off by the Sutton Urban Council three months ago, has returned to help harvest the fine crop of Mitcham lavender grown by the Council on its farm on the Mitcham border. Mitchell was born in Mitcham and worked in the "Physic Gardens" there until he entered the service of Sutton Council over 40 years ago. He planted the first lavender grown at Sutton.

"It was cut from my own garden," he said in an interview, "and now the lavender here has three more cups on the spike of bloom than were on the lavender grown in Mitcham itself."

Mitchell says that he remembered the time when Mitcham was "like a sea of lavender in July, and folk used to drive down from London in hundreds to see it, and smell it, too.

"But a prettier sight, to my mind," he added, "was the rose fields, and carts loaded with rose blooms travelling through the streets of Mitcham to the perfume distilleries round about. The scent from the carts was gorgeous."

Only a small quantity of commercial lavender is now grown in Mitcham itself. The lavender grown in the surrounding districts, however, is all from cuttings of the original Mitcham lavender, which, according to Mitchell, is the finest lavender in the world, and yields nearly double the quantity of oil that Continental lavender does. There are plenty of signs that lavender and lavender perfumes are coming into favor again. The sales have increased considerably in the United Kingdom in the last three years, and about twenty acres of land have recently been planted with it in the neighboring districts of Wallington, Sutton, and Woodmansterne.

Cosmetics in Danzig-Polish Customs Territory

(Special Correspondence)

In accordance with the latest advices the Polish Government has declared its willingness to admit cosmetics of American origin within the limits of the total import quota. An import permit is required.

Advices also are that there will be submitted to the Polish Diet, a bill providing for a progressive import tax on so-called luxury articles such as silks, perfumery and cosmetics. The duty is to be paid directly by the importer and in connection with goods having a total value of 100,000 zloty, is 5%; from 100,000 up to 200,000 zloty is 7½% and in case of goods of a total value of 300,000 zloty or more is 10%. The law, if passed, will be retroactive power as of January 1, 1928.

Perfumed Soaps Assessed High in Hungary

(Special Correspondence)

In Hungary for all kinds of perfumed soaps 13 per cent luxury tax has been assessed, the proceeds of which during last year amounted to 300,000 pengo. This is really ridiculous, for thanks to the fact that the soap makers, by their advertising, their propaganda, etc., educate the public to lead a hygienic and clean life, they must pay 13 per cent of their turnover by way of luxury tax to the government. Hungary and also Austria, which latter country also collects a luxury tax on toilet soaps, consider the washing with soap as a luxury and this opinion prevails in these countries even in the year 1928. It can hardly be believed.

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Official Report of Soda Water Flavors Manufacturers' Association

Subsequent to our July review of the activities of the Association of the National Manufacturers of Soda Water Flavors, W. H. Gast, the president, and Thomas J. Hickey, the secretary and attorney, as well as the other officers and members of committees, have been as assiduous as customary in promoting the best interests of the association and of the industry generally.

Some further information will be found in our Washington Correspondence on page 346 regarding the activities of the Federal Trade Commission in connection with the labelling of imitation fruit products.

A circular letter has been sent to the members giving instructions regarding alcohol permits,

Instructions Regarding Alcohol Permits

Thomas J. Hickey, of Chicago, calls attention to the following extracts from Circular Letter 345 sent out by 0, D. Jackson, Acting Commissioner of Prohibition:

"When furnishing permittees with application forms upon which to apply for the renewal of their permits for the year 1929 the following information should be brought to their attention:

"Reclaiming Alcohol from the Marc of Percolation.— Manufacturers who reclaim alcohol from the marc of percolation must have this privilege definitely set forth in their basic permits, and applications for renewal of permits, or for new permits, should indicate clearly when such privilege is desired. Stills used by manufacturers for the reclamation of alcohol from the marc of percolation must be registered with the Prohibition Administrator on Form 26, and the report as to the recovery of such alcohol by redistillation should be made on Form 1421, at line 32; the entry should read 'Recovered by redistillation.'

"Alcoholic Preparations Deleted from the Current Editions of the United States Pharmacopoeia and National Formulary.—Permittees who desire to manufacture alcoholic preparations heretofore classified as official in the U. S. P. IX, and the N. F. IV, but which have been deleted from the last revision of the United States Pharmacopoeia and the last edition of the National Formulary must list such preparations on Form 1404 Supplemental, specifying the edition of the U. S. P. or N. F. in which the formulae occur."

Information in Other Departments

Readers of the Flavoring Extract Section are advised that items of interest to them may be found in our Trade Notes pages, as well as in other departments.

Official Report of Flavoring Extract Manufacturers' Association

Various routine and other matters have occupied the attention of the executives of the Flavoring Extract Manufacturers' Association of the United States since our July report. G. H. Burnett, the president, and the other officers and committeemen, including Thomas J. Hickey, attorney and executive secretary, have been active in furthering the interests of the association.

It is to be noted that in the list of committees for 1928-29 the name of C. L. Fardwell, of McCormick & Co., Baltimore, was inadvertently omitted from the list comprising the membership committee.

Circular No. 284 has been issued giving instructions to the members regarding alcohol permit renewals.

The minutes of the nineteenth annual meeting of the association, held at Buffalo, N. Y., May 23 to 25, 1928, have been printed in pamphlet form and copies have been distributed to the members. As usual, the report is complete and well printed, including the debates on publicity for the industry and other timely topics, as well as the special papers which were read at the various sessions of the association.

Additional information regarding the Federal Trade Commission's campaign to restrict the labelling of imitation fruit flavors will be found in our Washington Correspondence printed on page 346 of this issue.

Foreign Olive Oil Production

Olive oil production in the Mediterranean basin for the 1927-28 season is estimated to be above any total of recent years, according to reports from countries which in 1926 produced 98 per cent of the total Mediterranean crop. This confirms indications reported early in February by the Foreign Service of the Bureau of Agricultural Economics. The increase is due to the record crops in Spain and Portugal, the production in other important countries being generally below last year.

Prices in the United States dropped during February and are now slightly below those of the same time last year, but the market is reported firm. Imports of edible oil into the United States during January, 1928, were below those of last year, while imports of inedible oil were about 100 per cent above imports during January, 1927.

The production of olive oil in the Mediterranean basin in 1927 in eleven countries which last year produced 98 per cent of the crop of the basin, is estimated at 2,133,-610,000 pounds, or well above any total of recent years. Production in the same countries last year was 1,303,990,000 pounds, while the 1924 production which was considered high was 1,759,921,000 pounds.

The early estimate of a record production of 1,204,000,000

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pounds for Spain compared with 507,000,000 pounds in 1926 is being borne out by late reports, and a record crop of 298,000,000 pounds compared with 35,000,000 pounds in 1926 is now reported for Portugal, giving a total for the Iberian peninsula alone of 1,502,000,000 pounds, which is above the production of the entire Mediterranean basin in 1925 and 1926. In Morocco also conditions were favorable and a good harvest obtained.

In Southern Italy, the principal producing zone of that country, severe and prolonged summer drought caused falling and prevented the growth of fruit, while in the central and northern provinces persistent attacks of oil fly, favored by a warm and temperate autumn, caused serious damage to the fruit and production of oil is estimated at 298,000,000 pounds, or 75,000,000 pounds below the 1926 production. The crop of Greece is still estimated at 150,000,000 pounds compared with 194,002,000 pounds in the previous year. North Africa, Algeria and Tunis suffered from long summer drought and production is below normal.

Total imports of olive oil into the United States in 1927 were below those of 1926. In January, 1928, imports of edible oil amounted to only 3,863,000 pounds compared with 5,085,000 during January, 1927. Imports of inedible oil were above those of January, 1927, being 3,133,000 pounds, compared with 1,553,000 in January, 1927.

Steady Rise in American Beverage Foreign Trade

Foreign trade of the United States in non-intoxicating beverages and fruit juices had a value in 1927 of \$2,816.632, almost equally divided between exports and imports, according to the Foodstuff's Division, Department of Commerce.

Exports have continually risen in value from \$519,982 in 1923 to \$1,365,701 in 1927. The 1927 exports consisted of \$399,658 worth of malt extract and malt beverages, \$175,123 worth of mineral waters, and \$790,920 worth of other beverages and fruit juices.

Imports also have had an upward trend in value in the past three years, reaching a value in 1927 of \$1,450,931. These consisted of lemon, lime and sour orange juice valued at \$431,557, ginger ale and ginger beer valued at \$86,917, mineral waters valued at \$502,558, and other beverages and fruit juices valued at \$429,899.

Exports of beverages and fruit juices have steadily increased from 317.843 gallons in 1924 to 503,664 gallons in 1927, Canada being the principal market, taking 24 per cent of the total exports. Central American countries purchased 13 per cent of the exports, the West Indies 17 per cent and South America 19 per cent. There is a relatively fair market for these beverages in China, the Philippine Islands, British India and New Zealand, indicated by increased exports to those countries.

Imports of lemon, lime and sour orange juice were the lowest since 1923 and amounted to 420,779 gallons in 1927. Italy supplies the bulk of the lemon juice imported, although imports from that country dropped from 280,332 gallons in 1926 to 159,007 gallons in 1927.

Manhattan Dialogue

George always seems to me to do more work when he has had a few drinks.

Probably he drinks Industrial Alcohol.-N. Y. Sun.

PURE FOOD AND DRUG NOTES

In this department will be found matters of interest contained in Federal and State official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc. It is advisable also to look at our Washington Correspondence, Soap Section, and other departments for further information.

New Canadian Food and Drugs Regulations

The Department of Health, Ottawa, Canada, has just issued a pamphlet of 100 pages giving the Regulations Under the Food and Drugs Act made by Order in Council, February 6, 1928. All previous regulations issued under the act are rescinded.

Some thirty paragraphs are devoted to flavoring extracts, each of which identifies the requirements for the particular flavor to which the paragraph is devoted.

One of the provisions relating to labels says:

"When the article is a compound, a mixture, a substitute, an imitation, or is artificial, these words shall appear on the main panel of the main label in type of the same size and visibility as the common name used, and as part of the same."

Increase in Use of Caffeinated Soft Drinks

A decline of nearly 6,500,000 pounds in imports of tea during the fiscal year ended June 30, 1928, is attributed in part to the extensive use of caffeinated soft drinks by the Supervising Tea Examiner of the Food, Drug and Insecticide Administration. The report notes that caffeine-containing drinks other than tea and coffee now are being used quite extensively with meals at lunch counters, cafeterias, etc.; especially is this true where lunches are served at soda fountains in drug stores, cigar stores, and other places. Imports of tea waste, tea siftings or tea sweepings imported for manufacturing in the fiscal year amounted to 4,725,317 pounds. All such imports are manufactured into caffeine, a large proportion of which is used in the manufacture of various caffeinated soft dripks.

Levulose, New Sugar, Sweeter than Real

When you want to sweeten your coffee you may soon say, "Pass the levulose, please." Levulose is a new type of sugar that science has just developed, but it is not yet being produced commercially. It is one and one-half times as sweet as ordinary sugar. This and other remarkable facts are told in a recent bulletin of the American Research Foundation of Chicago.

"Science can now give the orange and the lemon just the exact color the market demands," says the bulletin. "Science has produced a yeast which has the flavor of beefsteak. But for artificial leather we could not supply our leather demands if we slaughtered every cow and steer in the United States. Something like 80 per cent of our medicines can be made synthetically from coal tar dyes or as by-products of the petroleum industry."

Valuable in Buying Raw Materials

(J. Albert Galipeau, Parfumerie Galipeau, Los Angeles, Calif.)

We wish to state that it is with pleasure that we renew subscription to your magazine which is in itself a valuable asset to any one interested in the perfume industry, as well as a financial saving to facilitate the locating of raw materials.

Perfume and Soap in Courts and Customs

Pinaud, Inc., Wins Trade Mark Decisions

Pinaud, Inc., New York, has been victor in several important trade mark suits recently. In a suit for infringement of its labels and marks against the Newberry Co. of Chicago brought in the District Court for the Northern District of Illinois, the company forced the defendant to consent to a decree and injunction. The article on which infringement was charged was lilac vegetal.

The appeal of Hyman Huebschman doing business under the name and style Ritz Perfume Co., Brooklyn, N. Y., against a decision of a lower court granting an injunction in favor of Pinaud, Inc., has been denied without opinion by the Court of Appeals. Counsel for the Ritz company has filed a petition for a rehearing of the case, which petition the court has not yet acted upon.

A more important case was that of Sabina Achs, trading under the name, Globe Products Co., in Philadelphia. In this case the company secured an injunction against imitation of the labels and packages of its "Eau de Quinine." After the injunction had been filed, Globe Products Co., continued to sell products in containers so similar to those of Pinaud, Inc., as to create confusion. Citation for contempt of court followed and the defendant in the original suit was fined \$500 for such contempt. In this case Frederic L. Clark of Philadelphia assisted Daniel L. Morris, attorney for Pinaud. Mr. Morris also appeared for the company in the other suits.

Terminal Barbers Sue Terminal Beauty Parlor

The Terminal Barber Shops, Inc., with more than thirty shops in New York and other cities, has filed suit in the Supreme Court to protect its trade name by injunction to restrain Anthony Cammarata from conducting an establishment at 759 Third avenue, under the name of the Terminal Barber Shop and Beauty Parlor. The corporation also is suing Cammarata and Peter Intili, from whom he bought the shop, for \$20,000 each as damages.

The Terminal Barber Shops, Inc., says it was incorporated in 1908, that its business "has grown to unprecedented proportions and become an important industry," its business in 1927 amounting to \$2,400,000. The concern has spent \$330,000 in advertising since 1922 and complains that Cammarata is wrongfully appropriating its name and good-will.

"Pine-O-Zone" Mark Cancelled for Similarity

First Assistant Commissioner Kinman has upheld the decision of the Examiner of Interference on application of the Pine-O-Pine Co. for cancellation of the trade mark "Pine-O-Zone" as applied to a pine oil product for disinfectant purposes, on an appeal by The Selig Co., owners of the latter mark. The appellant contended that the first syllable of both names was merely descriptive and that there was sufficient dissimilarity between the last syllable to warrant registration of the mark. The Assistant Commissioner, however, denied this contention, holding that the "Pine-O-Zone" syllables of the two marks made the entire marks deceptively similar, and ordered the mark "Pine-O-Zone" cancelled in accordance with the original finding.

New Appraisal Basis for Perfumery?

Following a conference in New York, Customs officials are expected to announce shortly that a change in the basis of valuation for French perfumery is to be made. The finished product, which has heretofore been assessed according to foreign valuation, will be assessed under the new plan on the basis of the American selling price. This step has been under contemplation for some time.

Officials stated that the reason for the change was the fact that the United States had withdrawn its special agents from France and that for this reason it is impossible to secure data upon which to base foreign valuations accurately and equitably.

The change will be of far-reaching importance in the perfumery industry and in addition will establish a precedent which is likely to have an important effect upon future tariff proposals, especially those affecting French merchandise, according to Customs authorities. Definite confirmation has been secured of the fact that the plan is in contemplation, but official announcement of the change in the basis of appraisal has not yet been made.

Washington, August 15.—The French government's application for an investigation looking towards a reduction in the American tariff on perfumes still is before the Tariff Commission. An investigation has not been ordered. No information was available at the Bureau of Customs which would indicate definitely why Government agents are seeking to establish French costs.

Bureau officials assume that French perfumes are dutiable on their foreign value or their export value, whichever is higher. They are inclined to believe that lacking such information Treasury Department agents may be seeking to ascertain French costs of production but they have no knowledge to this effect. They point out that, under the Tariff Act of 1922, if neither the foreign value, the export value, nor the United States value can be ascertained, then the cost of production shall be the value of the imported merchandise for dutiable purposes.

The assessment of duty on the basis of American selling prices is provided for by the Tariff Act if there be any similar competitive article manufactured or produced in the United States.

Hair Waving Picture Denied Registration

William A. Kinnan, First Assistant Commissioner of Patents, has affirmed a Patent Office examiner's decision denying registration by Nestle Lanoil Co., Ltd., of a trademark for preparations for waving and curling hair consisting of a pictorial representation of sheet material containing, carrying or impregnated with hair-treating substances. The drawing discloses the material wound in a cylindrical roll. The examiner held that the applicant's mark is merely a pictorial representation of goods and that such a representation does not constitute a valid trade-mark.

Awaits Its Arrival

(William Sanker, Toilet Preparations, Woodside, L. I., N. Y.)
I always look forward to receiving your journal.

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Ruling on Woman's Head on Toiletries

Thomas E. Robertson, Commissioner of Patents, has affirmed the decision of the examiner of interferences dismissing notice of opposition made by E. Burnham, Inc., of Chicago, and holding that the Wilfred Laboratories, Inc., of New York City, are entitled to the registration of a trade-mark for toilet preparations consisting of the representation of the head and bust of a woman whose hair is so arranged in a periodic coiffure under a plumed black hat, the word "Wilfred" being written across and beneath the face. The Burnham trade-mark also consists of the representation of the head and bust of a woman, with the hair arranged somewhat differently and curls extending across the shoulders, the whole included in a shaded oval field and the word "Kalos" extending across the bust.

"The testimony shows," according to Commissioner Robertson, "that for many years manufacturers of toilet preparations have used marks which include the head of a woman in various styles and forms. While many of the marks referred to are subsequent to the proven date of use of the opposer, they show the general customs of the trade. It must be held, therefore, that opposer is not entitled even to so broad an interpretation as to exclude others from using any mark which includes the representation of any so-called white-wigged women."

Caron Successfully Opposes Mark "Christmas Bells"

Caron Corporation has won its case opposing the registration of the trade mark "Christmas Bells" by Parfumerie Molinard Jeune. H. H. Kalupy, acting examiner of interferences, upheld the Caron contention that the mark was confusingly similar to the Caron mark "Christmas Eve" and denied registration. Salient portions of his decision are as follows:

"The mark sought to be registered is the notation 'Christmas Bells,' used as a trade mark for perfume and various toilet preparations. The opposer claims prior use of the notations 'Christmas Eve' and 'Nuit de Noêl' as trade marks for substantially the same goods as those of the applicant. Registrations Nos. 170,278 and 172,520 are pleaded in the notice of opposition.

"The goods of the parties clearly possess the same descriptive properties, and the testimony of the opposer is deemed to clearly establish continuous use in trade by the latter of the marks relied upon in the notice of opposition as of a date prior to Dec. 9, 1926, the earliest date which can be accorded to the applicant in the absence of testimony establishing earlier use in trade of the mark disclosed in the application. The only other question remaining to be considered herein is that of resemblances of the marks.

"The mark of the applicant, as above noted, is the notation 'Christmas Bells,' and the marks of the opposer are 'Christmas Eve' and 'Nuit de Noël,' the latter being the French expression for 'Christmas Eve.' The examiner is persuaded that these marks so nearly resemble each other in appearance and significance that there is, at least a reasonable doubt that the concurrent use of these marks on the same class of goods would be likely to cause confusion in trade, or deceive purchasers. The practice requires that this doubt be resolved in favor of the prior user, which is here the opposer."

Evarts, Choate, Sherman & Leon appeared for Caron Corporation and Mock & Blum for Parfumerie Molinard Jeune.

Recent Customs Ruling

Lower Duty for Alcoholic Mouth Wash

No. 6308.—Alcoholic Compound—Mouth Wash.—Protest 285708—G of Strohmeyer & Arpe Co. (New York).—Merchandise invoiced as "Mouth Wash Vademecum," classified at 40 cents per pound and 75 per cent ad valorem under paragraph 62, tariff act of 1922, is claimed dutiable at 40 cents per pound and 25 per cent ad valorem or otherwise according to alcoholic content under paragraph 24.

Opinion by McClelland, J. On the authority of Abstract 4518 the mouth wash in question was held dutiable under paragraph 24 as claimed.

Protest on Perfume Burners Overruled

No. 6431.—Protests 236637—G, etc., of Alex. Murphy & Co. et al. (Philadelphia).—The appraiser reports that the merchandise consists of shall articles in chief value of artificial flowers. They were classified at 60 per cent ad valorem under paragraph 1419, tariff act of 1922, and are claimed dutiable under paragraph 1440, 229, 399, or 1459.

Opinion by McClelland, J. On the authority of Altman v. United States (15 Ct. Cust. Appls.—; T. D. 42488), affirming Abstract 1551, the protests were overruled.

Lower Duties Denied on Oil

No. 6063.—Koons, Wilson & Co. (Philadelphia). The appraiser reports that the merchandise in question consists of a sulphonated saponification of animal or vegetable oil. It was classified at 35 per cent ad valorem under paragraph 56, tariff act of 1922, and is claimed dutiable at various lower

McClelland, J., held the oil was properly assessed.

Chicago Man Must Serve Sentence

An application for release from jail on the part of S. H. Harmenski, former president of the Crofts & Reed Perfume Co., Chicago, has failed and he will have to serve the remainder of a six months' sentence for contempt imposed by Circuit Judge Wilson. The sentence is based upon his refusal to pay \$30,000 to the receivers of the company as compensation for a quantity of alcohol which he is alleged to have taken from the factory. He applied to the County Court for release on the grounds that he hadn't \$30,000 and could not produce that amount while in confinement. The Court dismissed the application on the ground that it lacked jurisdiction.

U. S. Imports of Vegetable Wax Fall Off

Imports of vegetable wax into the United States for the first four months of 1928 amounted to only 1,427,000 pounds valued at \$294,000, as compared with 4,603,000 pounds valued at \$1,211,000 for the corresponding period in 1927. Brazil, according to the Chemical Division, Department of Commerce, Mexico and Japan are our principal sources of supply.

Candelilla wax from Mexico is another important wax import, the largest quantities ever imported from Mexico being 860,000 pounds in 1923 and 731,000 pounds in 1926.

Placing the Guilt

He—"Oh, you mustn't blame me for my ancestors."

She—"I don't. I blame them for you."—Boston Transcript.

Activities of Associations and Societies

Coming Conventions

National Hairdressers and Cosmetologists, Statler Hotel, Boston, Mass., August 27 to September 2, 1928.

American Pharmaceutical Association, Eastland Hotel, Fortland, Maine, August 20 to 25.

National Association of Retail Druggists, San Francisco, Cal., September 10 to 14, inclusive.

Industrial Art Show of Eastern States Exposition, Springfield, Mass., September 16 to 22.

Glass Container Association, members' meeting, Windsor Hotel, Montreal, Canada, September 27 and 28.

American Chemical Society, Autumn Session, Swampscott, Mass., September 10 to 14, 1928.

National Beauty and Barbers' Supply Dealers' Association, Stevens Hotel, Chicago, October 1 to 5, 1928.

American Bottlers of Carbonated Beverages, Convention and Exhibition, Detroit (Michigan) Convention Hall, November 12 to 16, inclusive, 1928.

American Pharmaceutical Manufacturers' Association, mid-winter meeting, Indianapolis, December 9 and 10.

American Association for the Advancement of Science, New York, December 27, 1928, to January 2, 1929.

Alcohol Institute Issues Statistics

The Industrial Alcohol Institute has announced that alcohol stocks on hand August 1 were 48 per cent lower than on the same date last year and argues that this shows the stabilization of the alcohol industry. The Institute adds that the association of the fourteen principal manufacturers, producing 97 per cent of the 185,000,000 wine gallons of industrial alcohol which the Government has set as the maximum quantity to be made this year for legal requirements, is chiefly responsible for the display of strength.

Establishment of a research fellowship in the Mellon Institute, Pittsburgh, the maintenance of laboratories by each member manufacturer and complete cooperation with Federal bureaus in public education in the legitimate use of commercial alcohol are said by the institute to have done much to advance the United States to a chemical independ-

Dr. Lewis H. Marks, secretary of the organization, is at present in Europe on a vacation and observation trip.

Drive on for Salesmen's Home

The National Traveling Salesmen's Foundation has started an intensive drive for funds and support for building and endowing a home for aged, infirm or indigent traveling salesmen. The home will be located at Winston-Salem, N. C., on property now controlled by the foundation and will consist of a home, a hospital and other suitable buildings. An organization committee has been appointed of which William Hamlin Childs, chairman of the board of the Bon Ami Co., is a member.

Glass Container Association Members' Meeting

The next members' meeting of the Glass Container Association has been definitely scheduled for Montreal, Que., September 27 and 28. Headquarters will be at the Windsor Hotel, which has arranged special rates for members attending the session. The program is being prepared.

A. M. T. A. Standing Committees for 1928-29

John A. Handy, president of the American Manufacturers of Toilet Articles, has appointed the following standing committees for the year 1928-29:

LEGISLATIVE COMMITTEE

Adolph M. Spiehler, Chairman, Adolph Spiehler, Inc., Rochester, N. Y.

Northam Warren, Northam Warren Corporation, New York City.

Daniel J. Mulster, Mulhens & Kropff, Inc., New York City. D. H. McConnell, California Perfume Co., New York City. Bert O'Leary, Kiefer-Stewart Co., Indianapolis, Ind. C. M. Baker, Pond's Extract Co., New York City.

SPECIAL TARIFF COMMITTEE

A. M. Spiehler, Chairman, Adolph Spiehler, Inc., Rochester, New York.

Frank C. Adams, Andrew Jergens Co., Cincinnati, O. G. A. Pfeiffer, Richard Hudnut, New York City. Edward V. Killeen, George Lueders & Co., Inc., New York. Carl Schaetzer, Morana, Inc., New York City. Dr. M. H. Ittner, Colgate & Co., New York City. G. H. Neidlinger, Peerless Tube Co., Bloomfield, N. J. Dr. G. D. Chisholm, Koken Companies, St. Louis, Mo. F. E. Watermeyer, Fritzsche Brothers, Inc., New York

E. B. Hurlburt, J. B. Williams Co., Glastonbury, Conn. W. R. Leach, Carr-Lowrey Glass Co., New York City. J. A. Handy, Larkin Co. Inc., Buffalo, N. Y.

COMMITTEE ON DOMESTIC PRODUCTION OF FLORAL PRODUCTS
G. A. Pfeiffer, Chairman, Richard Hudnut, New York City.
Dr. Martin H. Ittner, Colgate & Co., New York City.
Paul M. Todd, A. M. Todd Co., Kalamazoo, Mich.
F. E. Watermeyer, Fritzsche Brothers, Inc., New York City.

Dr. R. S. Swinton, W. J. Bush & Co., New York City.

COMMITTEE ON RESEARCH DEPARTMENT

G. A. Pfeiffer, Chairman, Richard Hudnut, New York City. Dr. E. G. Thomssen, J. R. Watkins Co., Winona, Minn. E. B. Hurlburt, J. B. Williams Co., Glastonbury, Conn. Dr. E. C. Kunz, Givaudan-Delawanna, Inc., New York City. A. L. Van Ameringen, New York City. P. R. Dreyer, New York City. Dr. Samuel Isermann, Van Dyk & Co., New York City.

Dr. Samuel Isermann, Van Dyk & Co., New York City. J. A. Handy, Larkin Co., Inc., Buffalo, N. Y.

MEMBERSHIP COMMITTEE

Samuel H. Clark, Chairman, Whittaker, Clark & Daniels, Inc., New York City.

S. H. Corkran, A. H. Wirz Co., New York City. L. S. Levy, Perfumer Publishing Co., New York City. Frank Z. Woods, Federal Products Co., Chicago, Ill.

A. H. Bergmann, Oxzyn Co., New York City. I. W. England, Continental Can Co., Inc., Passaic, N. J.

E. S. Hagerthey, T. C. Wheaton Co., New York City.
A. D. Armstrong, Fritzsche Brothers, Inc., New York City.

RESOLUTIONS COMMITTEE

W. L. Schultz, Chairman, Lightfoot-Schultz Co., Hoboken. C. M. Baker, Pond's Extract Co., New York City.

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Mexico in 1926. Daniel J. Mulster, Mulhens & Kropff, Inc., New York City. W. F. Denney, Jr., Denney & Denney, Philadelphia, Pa.

TRADE PRACTICES COMMITTEE

Abel I. Smith, Chairman, New York City.

V. C. Daggett, Daggett & Ramsdell, New York City.

H. Henry Bertram, A. P. Babcock Co., New York City.

FINANCE COMMITTEE

Daniel J. Mulster, Chairman, Mulhens & Kropff, Inc., New York City.

C. M. Baker, Pond's Extract Co., New York City.

H. Henry Bertram, A. P. Babcock Co., New York City.

CONVENTION COMMITTEE

Geo. P. Warner, Chairman, Larkin Co. Inc., Buffalo, N. Y. Carl Schaetzer, Morana, Inc., Vice Chairman.

E. H. Harris, Larkin Co. Inc., New York City.

L. R. Root, Scovill Mfg. Co., New York City.

Karl Voss, Karl Voss Corp., Hoboken, N. J.

L. S. Levy, Perfumer Publishing Co., New York City.

Frank J. Lynch, Sun Tube Corp., Hillside, N. J.

A. F. Brady, Hazel-Atlas Glass Co., New York City. Glenn L. Haskell, U. S. Industrial Alcohol Co., New York City.

E. H. Koehler, V. Vivaudou, Inc., New York City.

(Besides the above convention committee there will be a supplementary committee of ladies which will be announced later.)

Institute of Chemistry Studies Agriculture

The annual Institute of Chemistry held under the auspices of the American Chemical Society at Northwestern University, Chicago, during late July and early August, devoted a large share of its attention this year to topics having to do with agricultural development. Proposals for the use of many of the waste products of the farm, studies of fertilizers, agricultural insecticides and other products entering into the life of the farmer, held first place on the program. A notable gathering of chemists including many foreign scientists attended the sessions and entered into the discussions. Comparatively little of direct interest to the perfume industry was taken up but the use of certain essential oils and aromatic chemicals in insecticide development work was considered.

New York Board May Change Name

The New York Board of Trade and Transportation has under consideration a proposition that its name be changed to New York Board of Trade, Inc. A vote of the membership will be taken on this proposal at the October meeting and proxies have been mailed to the members for balloting on the proposal.

The members of the board were entertained on an inspection tour of New York harbor August 9 as the guests of J. J. Glatzmayer of the Merritt-Chapman & Scott Corporation. The trip was by the excursion boat *Chancellor* and took up the entire afternoon.

Marks of Intelligence and Good Breeding

An authority on conventionalities issues this dictum: "It is no longer a mark of intelligence and good breeding for a woman to trust her precious complexion to nothing but soap, water, and luck. It is unscientific, dowdy, and not even very cleanly."

British Pharmaceutical Conference

(Special Correspondence)

London, Aug. 7.—The British Pharmaceutical Conference is at present sitting at Cheltenham, and A. E. Thorpe of Manchester said "the pharmacist of today had to ask himself what functions he was allowed to perform rather than what functions he would be trained to perform. The poor pharmacist" he added, "is now left to stand behind the counter and hand out patent medicines. We should throw out all patent medicines. If the grocer wants them let him have them. I think this is the only way we can get back to real professional pharmacy. The position today calls for very drastic measures."

E. Neville Peck, of Cambridge, in a paper on the functions of the pharmacist, said that the trend of circumstances had forced the chemist to delegate to others duties which were at one time regarded as being part of his routire work. Today, if we were to believe the wholesale manufacturers, non-rural chemists relied on the wholesalers to do an important part of the dispensing of medical prescriptions. To make even a modest living they had to compete with hairdressers, grocers, and the fancy goods merchants, or to take up some semi-scientific line, such as optics or photography. "I attach no importance whatever," continued Mr. Peck, "to that specialty known as salesmanship. Far too much bunkum and nonsense had been talked about salesmanship, as if it were an esoteric and hardly-acquired faculty, whereas it is nothing of the sort. The pharmacist does not exist to persuade or bamboozle people into something they neither need nor want."

A. G. Laidlaw, of Lockerbie, said that it was difficult to define the difference between salesmanship, and psychology. "If we are not salesmen in our business," he continued, "there would be very little left for us at the end of our careers. I can see very little prospect for the scientific pharmacist, unless some form of legislation is passed to protect us. At present we are subjected to all sorts of unfair competition. We have undertaken branches of business which are not exclusively our own, and in return we have had to submit to competition, which in my opinion, is altogether unfair."

Plan for National Pharmacy Week

The week of October 14 has been selected as National Pharmacy Week by the executive committee of this movement headed by Robert J. Ruth of E. R. Squibb & Sons, New York. The various drug organizations in the country are co-operating to make this the best "week" of the series and elaborate plans for advertising it to the public are under way. In addition to the United States the week will be observed in England, Canada, Australia, Tasmania and New Zealand.

Glass Blowing Industry Wages Unchanged

Wages in the glass blowing industry will remain at their present scale for the year beginning September 1, it was decided at the concluding session of the annual conference held in July at Atlantic City between the American Flint Glassworkers' Union and the National Association of Manufacturers of Pressed and Blown Glassware.

The workers asked increases of from ten to twenty-five per cent, while the manufacturers wanted wage cuts as high as twenty per cent. The one exception is in the chimney department, where the manufacturers are sticking to their request for a twenty per cent cut in wages. UST, 1928

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Rumors from Memphis and Chattanooga, Tenn., have reported that the Cannon Chemical Co. of Memphis, Golden Peacock, Inc., of Paris, and the Allied Drug Products Co. of Chattanooga, would soon be merged under one central control. Officials of two of the companies have confirmed the report that negotiations looking to such a merger have been in progress, but that numerous details remain to be worked out.

The Allied Drug Products Co. advises us that it will not be a party to the merger. This company now has 1,600 co-operative dealer stockholders among the department stores and drug stores in the South and West, and expects to have approximately 5,000 such stockholders by the first of next year. For this reason the company states through F. L. Kincannon, its vice-president, that it could not consider entering into any merger arrangement similar to that which is rumored. The Allied Drug Products Co. will, however, take over several other manufacturers of kindred

A further announcement regarding the plans of the Cannon Chemical Co., manufacturers of the Vanity Fair toilet goods, and Golden Peacock, Inc., is expected.

The Lionel Trading Co., New York, representatives in the United States for Corday and Vigny of Paris, moved their offices and showrooms on August 1 to more convenient and attractive quarters at 20 West 57th street. The company occupies an entire floor of the building at the new address and its showrooms are fitted up in most attractive style. Ample space is available for offices with room for considerable expansion as the business of the company increases. The new quarters are considerably larger and much more attractive than the former offices of the company at 320 Fifth avenue. The new telephone number is CIRcle

The entire capital stock of the La France Manufacturing Co., of Philadelphia, makers of La France laundry products, "Satina," "Softo" and other cleansing preparations, has been acquired by the Postum Co., Inc., of New York. The latter company has announced its intention of continuing the operation of the La France Manufacturing Co., along the line which is followed at present and with the same personnel. The name La France Manufacturing Co. will be retained and the company operated as a separate subsidiary of the Postum interests.

* * * * Canada Dry Ginger Ale, Inc., New York, has acquired G. B. Seely's Son, Inc., New York, manufacturer of general carbonated beverages. Canada Dry will operate the Seely company as a subsidiary, which will retain its complete

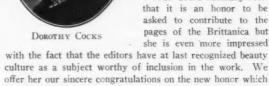
Abel I. Smith, general counsel for the American Manufacturers of Toilet Articles is enjoying a well-earned vacation trip. Mr. Smith expects a huge catch of fish from the Maine lakes and streams. He will return about September 1.

For the first time in its history, the Encyclopedia Brittanica in its forthcoming new edition will give a prominent place to the beauty culture industry. Miss Dorothy Cocks, advertising director of the Marinello Co., has been invited by the editors of the encyclopedia to contribute an extended article on the subject of "Beauty Culture." Following its preparation, Miss Cocks was asked to write seven

shorter articles on special subjects in the field to be used in the new edition. One of these on hair waving will treat this subject quite exhaustively while the other six will be shorter definitive articles.

There will also be an article on hair dyeing written by Ralph J. Evans of the Marinello Co.

Miss Cocks naturally feels that it is an honor to be asked to contribute to the pages of the Brittanica but she is even more impressed

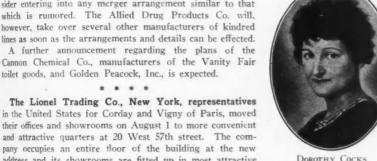


has come to her.

Lentheric, Inc., now occupies its attractive new quarters in the Savoy-Plaza Hotel, at Fifth avenue and 28th street, New York City. The new premises were occupied and opened for the first time on August 15. Next month the company will open a salon on the first floor at the same address and elaborate plans are being made for its decoration and equipment.

E. P. Matthiessen has been appointed general sales manager of the American division of the business. Mr. Matthiessen was formerly sales manager of Houbigant, Inc., with which company he had been connected since the establishment of the American branch of the Houbigant business. Prior to that he represented Park & Tilford.

An increase in the capital stock issue of E. R. Squ'bb & Sons, New York City, has been registered with the Secretary of State in Albany. The stock has been increased from 89,000 to 1,100,000 shares, no par value.



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William Kropff, president of Mulhens & Kropff, Inc., owners of the "4711" trade mark, with Mrs. Kropff, is spending a month at Crawford Notch in the White Mountains. Daniel J. Mulster of the same company returned recently from his vacation at Clayton, Mass., and is again actively engaged in the work of his house and of the American Manufacturers of Toilet Articles, of which organization he is secretary. Mr. Mulster reports a very satisfactory vacation and a good rest but says that the fish in the Massachusetts streams are very elusive.

Rodney C. Carvl. secretary and production manager of the Jennings Manufacturing Co., Grand Rapids, Mich., resigned that position August 1. His plans for the future are still in the formative stage but will be announced in the near future.

. . . .

Frank M. Prindle, for many years connected with the perfume trade, has announced his retirement from active business. Mr. Prindle will devote his time to his personal affairs and his spare time to "doing the things that he wants to do.

Mr. Prindle was born in Manchester, Vt., and educated

in New York City, becoming a salesman in the Pacific Coast territory. Impressed with the possibilities of the toilet preparations business, he organized his own business in 1885. A few years later he secured the Pacific Coast agency for Parfumerie Violet and continued to represent that company in the United States until 1925, when a dispute which culminated in a suit developed. This suit has now been settled and the stocks of Violet goods, held by Mr. Prindle



FRANK M. PRINDLE

have been turned over to the recently organized Veolay, Inc. Early in 1926 Mr. Prindle organized Lerys, Inc., to handle the line of perfumes manufactured by Lerys Parfums, Paris. We are informed that this line will be placed with a reliable representative in the near future.

We regret to announce Mr. Prindle's retirement and wish him many years of happy activity. * * * *

The address of B. O. and G. C. Wilson, Inc., Boston, has been changed from 196 Cambridge street to 246 Cambridge street. This does not involve a change of location on the part of the company but was occasioned by the renumbering of the street. The company was founded in 1845 and after moving several times it purchased its present plant in 1920. It was originally a drug jobbing and grinding firm but in 1915 was changed to a proprietary medicine and general jobbing business. A line of toilet preparations was added in 1922. C. W. Wilson is president, W. A. Ramsdell, secretary and George L. Wilson, treasurer.

* * * * Effective September 1, 1928, Boston, Cincinnati. Lawrenceburg, Louisville and Peoria, will be discontinued as base points for alcohol sales by the U. S. Industrial Alcohol Co. Baltimore, New Orleans, New York, Philadelphia and Wilmington will remain as such.

Edwin Sefton, of Harriet Hubbard Ayer, Inc., New York, returned on the Paris August 8 from a visit of about nine weeks in Europe.

Mr. Sefton visited for the first time the birthplace of his mother, in Clonmell, County Tipperary, Ireland, On



EDWIN SEFTON

former trips he had visited his father's birthplace, Birkenhead - on - Mersey, near Liverpool. From Clonmell he went to Dublin and then to London.

Commenting on the situation in Ireland, Mr. Sefton says that industrial conditions are very poor, that taxation is extremely high, and that the country is depending on agriculture for its general prosperity. The weather this year has not been favorable for growing crops and there is imminent danger of considerable distress.

While in London Mr. Sefton visited the British office of his company and also witnessed the international tennis matches at Wimbledon. From London he went to Paris by airplane where he visited the Paris factory of his company and the Paris offices. He met his sister, Mrs. R. L. Dodge, in Paris and spent a week with her before leaving for home.

The Virginia Dare Extract Co. has appointed S. Sabel manager of its ice cream department. Dr. B. H. Smith, president of the company, has returned from a business trip to the Pacific Coast and C. I. Heritage is also back at his desk after several weeks spent in London and Paris. The company is occupying additional space in the Bush Terminal, Brooklyn, having been forced by the steady increase in its business to take another floor in the building which it occupies.

Lee H. Bristol, who has been secretary and advertising manager of the Bristol-Myers Co., New York, was elected



LEE H. BRISTOL

vice-president of the company at a recent meeting of the board of directors. Mr. Bristol will continue in charge of advertising for Ipana tooth-paste and the other specialties which his company manufactures. His promotion is a recognition of the splendid work which he has done in promoting the sale of these products during the last few years through the use of magazine and radio advertising of the highest type. Mr. Bristol has long been an

active member of the Advertising Club of New York. The Bristol-Myers Co. reported net income of \$685,694 for the first half of 1928. This equals \$3.79 a share on 180,800 shares of common stock, and compare with \$477,-295 for the same period last year.

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In addition to their well known hair treatments and preparations, the firm of Ogilvie Sisters is now beginning to market in a large way a more complete line of toilet preparations. These preparations began with a line of creams designed for various purposes and has now been ex-

panded to include powders, rouge, lipstick and nail preparations. Its success has

already been considerable the among clientele of the firm and

sales are rapidly expanding. Plans are now under way for securing even more widespread dis-

tribution for some comparatively new

The firm of Ogilvie Sisters was started in a very modest way over twenty years ago when Miss Jessica, at that time engaged in secretarial work in San Francisco, the original home of the family, came to New York with a special hair preparation which she had originated and used with much success on her own hair and the hair of her friends. Establishing herself in a location on Fifth avenue, her shop prospered almost immediately and her business grew so rapidly that one by one her sisters came to New York and joined

The rapid success of the New York salon led to the establishment of similar salons in other cities and the desire of the patrons to secure the preparations for home use also brought about distribution through stores in various cities where no treatments were given. After a comparatively short time, the sisters decided that a Paris salon should be established and subsequently one at Biarritz. The success of the venture in France has led to the establishment

of salons in several other foreign countries. Sydney, Australia: Honolulu: and Manila now have Ogilvie Sisters' salons.

The firm continues under the direct supervision and management of the sisters. They have subdivided the work, each according to her own particular abilities. Clara and Anne have charge of the New York offices, salon and laboratories which are the center of the system of salons and retail store distribution. Mabel and Georgina have charge of the foreign business of the firm, with headquarters at Paris. Elizabeth is in charge of the Washington salon. Jessica, the founder of the firm, and Gladys, who established the foreign offices, are the traveling representatives, supervising

the work of the salons throughout the country and appearing as lecturers and educators at the various retail outlets for the preparations.

Advertising has played an important part in the advancement of this distribution, and for some time has included the latest of advertising methods, the radio. Advertising work on the newer line is being developed now and will

soon take its place alongside the publicity of the familiar hair treatments and preparations. According to Miss

Clara Ogilvie, it has been found comparatively easy to introduce these interesting new products, the many satisfied customers for the original line being virtually sold on them at the very outset. The accompanying group of photographs shows the seven sisters who built up and still control this remarkable business. They are from left to right, top row:-Clara Ogilvie MacInnis, Elizabeth Ogilvie, Jessica Ogilvie; lower row: - Mabel Ogilvie Carter, Gladys Ogilvie, Anne Ogilvie Curry, Georgina Ogilvie.

Ilium Manufacturing Co., Troy, N. Y., has recently added to its line a product known as "Lazon," a dressing for keeping the hair in place.

The company, which was organized in 1922 by W. J. Cunningham, manufactures hair tonics, toilet waters and shampoos, and is located in its own plant built in 1922. Manufacturing operations are in charge of Frank Spitaleri.

Plough Chemical Co., Memphis, Tenn., has issued its balance sheet for the fiscal year ending June 30, showing total assets of \$6,047,516, and the largest annual net profit in its history. The company started in 1910 with assets of \$125,000. Its growth therefore may well be described as something phenomenal in its line.

Herman Maisner, of Fort Worth, Texas, proprietor of Parfumeria Salvadore Maisner of Mexico City, Mexico, has returned to Fort Worth after spending a month visiting the trade in New York City, Chicago and Canada. Mr. Maisner reports that the company is doing very well, and is expanding its line to include lipsticks and eyebrow pencils.

Oscar H. Betz of S. E. Howard's Son & Co. is spending his annual vacation in France. Mr. Betz sailed on the Paris July 16. * * * *

Longo Instantaneous Hair Dye, Inc., Manhattan Borough, New York City, has changed its name to Longo, Inc.

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685,694 are on \$477,-

Mrs. E. L. King, who is the daughter of the founder of the J. R. Watkins Co., Winona, Minn., has recently released a private edition of "Hunting Big Game in Africa." This book describes Mr. and Mrs. King's first hunting trip to East Africa. Inasmuch as any profits accruing from the work are to be devoted to the Amateur Trapshooting Association, we have been able to secure a limited number of



Mr. and Mrs. E. L. King and Ernest King with

copies which are for sale. A review of this book appears on page 384 of this issue. Mrs. King held the national amateur championship of the association for a number of successive vears, but has not defended it recently. She has been interested in shooting and hunting for many years and speaks authoritatively on any phase of this subject. She has now written an interesting story which is available to any one interested.

The accompanying photograph of Mr. and Mrs. King and their son was taken on the trip which is described in the present volume.

Stockholders of the Globe Soap Company have been notified of the dissolution of corporate affairs and the distribution of the Procter & Gamble \$2,000,000 6 per cent preferred stock received in the sale of the company's business. The exchange of shares of the three preferred issues of the Globe Soap Company for the Procter & Gamble preferred, by which the distribution will be effected, will be on the basis of 11 shares of the various preferreds of Globe company for 10 shares of Procter & Gamble 6 per cent preferred. Fractional shares as necessitated will not be issued, but equivalent amounts in cash will be offered shareholders in the dissolved corporation.

The outstanding preferred stock of the Globe company amounted to \$1,400,000 stock of \$100 par value, divided into first, second and special preferred groups. On the basis of exchange the holders of the 10,000 \$100 par value common shares will receive approximately \$72 a share for their holdings. Payment of 68 cents a share on the preferred of the former company as proportionate dividends on the Procter & Gamble stock received in payment May 1 will also be made, the company announced.

Willard P. Tomlinson, formerly with the J. Walter Thompson Co., has been appointed advertising manager of the Norwich Pharmacal Co., Norwich, N. Y. The company, which recently took over the Antoinette Donnelly line of toilet preparations, is planning to expand its advertising on these and also on its pharmaceutical specialties.

The Palmolive-Peet Company declared a stock dividend of 32¾ per cent on common stock of record August 10, thus completing its merger with Colgate & Co. As there is no Colgate common stock held by the public the dividend accrued only to Palmolive stockholders.

A. W. Peet has been elected chairman of the executive committee of the Colgate-Palmolive-Peet Company. Others elected to the committee were Charles S. Pearce, who will be president of the new company; N. N. Dalton, vice-president in charge of production; Felix Lowy, vice-president in charge of sales and advertising, and Robert B. Colgate, W. E. McCaw and S. Bayard Colgate. Russell Colgate was elected chairman of the finance committee, to which body A. J. Lansing and N. H. Botz were elected. Sidney M. Colgate will be chairman of the board of the new company.

A certificate has been filed with the Secretary of State of Delaware, changing the name of the Palmolive-Peet Co. to Colgate-Palmolive-Peet Co. of Chicago, and increasing the capital to \$30,000,000, consisting of 3,000,000 shares. The capital of the Palmolive-Peet Co. before the merger with the Colgate Co. was \$12,000,000, consisting of 1,500,000 shares.

California Perfume Co., New York City, closed its plant at Suffern, N. Y., from July 3 to July 18 to enable its employees to enjoy their annual vacation.

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Margaret Elmo, president, and Rae Perkins, vicepresident, of Elmo, Inc., Philadelphia, are spending several months in Europe on a combined business and pleasure trip.

Each year the society colony at Easthampton, L. I., stages a street fair for charity which attracts unusual attention and interest throughout the entire resort section of the island. At this year's fair, a feature was a booth devoted to perfumes. This display was under the direction of Mrs.



PERFUMERY BOOTH AT EASTHAMPTON FAIR

Frederick Cody of New York and Miss Martha Jeanne Miller of Detroit. The booth itself was one of the most successful in the fair. The accompanying photograph shows Miss Miller and a section of the perfume booth, with Mrs. Cody in the background.

Robert S. Arcularius of Muhlens & Kropff, Inc., New York, returned August 9 from a three weeks' vacation at Lake Wentworth, N. H. "Bob" refuses to say what he did there other than to state most emphatically that he has no fish stories to tell.

Lehn & Fink Products Co. has called a special stock-holders' meeting for August 20 to vote on a decrease in the authorized capital stock from 1,150,000 shares to 1,000,000 shares, all of one class. Holders will also be asked to approve the issuance of 120,000 new common shares in exchange for the outstanding 150,000 shares of management stock, thereby increasing the outstanding common to 415,000 shares.

The pamphlet report of the company and subsidiaries for the six months ended on June 30, shows a net profit of \$1,052,326 after Federal taxes, equivalent after allowing for regular dividend requirements on management stock, to \$3.48 a share on 295,000 shares of no par value common stock. This compares with \$650,564 or \$2.28 a share on 275,000 common shares in the first six months of 1927.

John F. Forgey, vice-president of Witcherie Cosmetics, Inc., Detroit, was a visitor to the trade in New York recently. He states that his company is placing on the market a new cream rouge in an entirely new package.

George Deisenroth has been appointed sales manager of the company and B. Hatzenbuhler has been elected a member of the board of directors, succeeding W. P. Airheart, deceased.

The company was founded by C. L. Forgey in 1925 and placed upon the market a line of perfumes and toilet preparations to which has been added a shaving cream and the new rouge which will soon be on sale. C. L. Forgey is president and treasurer, John F. Forgey, vice-president and Paul F. Page, secretary. Directors in addition to the officers include Mr. Hatzenbuhler, C. E. Haller and Lordon Kingsbury.

William E. Weiss, one of the founders of the Sterling Products Co., of Wheeling, W. Va., and vice-president and general manager of Drug, Inc., has been given the honorary degree of Ph.D., by the University of Cologne, Germany. Mr. Weiss is the first American to be so honored by this ancient German university. The degree was granted in

recognition of his work in furthering better industrial and scientific relations between German and American pharmaceutical companies

Mr. Weiss has been for years a prominent figure in the drug industry of the United States and for the last ten years in close touch with European interests through his contact with the German dye and chemical cartel. He has been a frequent visitor to Europe and has been largely instrumental



DR. WILLIAM E. WEISS

in bringing about a more cordial relationship between the German and the American pharmaceutical industries.

D'Orsay Perfumeries Corporation, Manhattan Borough, New York City, has filed a certificate at Albany increasing its capital stock from \$5,000 to \$300,000.

H. B. Thomas, formerly production manager of Kolynos Co., New Haven, Conn., has been appointed advertising manager.

The C. Nestle Co., of New York, and the Le Mur Co., of Cleveland, have been merged in a new corporation which will be known as the Nestle-Le Mur Co. Offices will be maintained at the old address of the Nestle company, 12 East 49th street, New York.

Charles Nessler, president of the C. Nestle Co., will be chairman of the board of the new corporation and J. C.



CHARLES NESSLER

Murray, head of the Le Mur Co., will be president. Other officers and directors are Charles Nessler, Jr., vice-president, and George F. Handel, W. S. Lewis, J. C. Brooks, C. S. Britton, Ralph Perkins, Harvey H. Brown, Edward C. Daoust and L. W. Murfey, directors.

The C. Nestle Co. was organized by Charles Nessler in 1915 and with its subsidiaries had been owned solely by the founder since that time. Mr. Nessler has

been extremely active in the affairs of the hairdressing industry and particularly prominent in association work. It has been his aim to promote better feeling among the various manufacturers in the field and in his opinion the present merger is a step in that direction.

The Le Mur Co, was organized in Cleveland in 1924 and has made exceptional progress in the hairdressing and waving field.

The combined companies will have a capitalization of about \$5,000,000 and their business during the last year amounted to upwards of \$3,000,000. There will be no public financing of the merger.

The plant of Willson Monarch Laboratories, Inc., Edgerton, Wis., was recently seriously damaged by fire which swept the front of the building and slightly damaged the rear section which fortunately was protected by a fire wall.

Work has already begun on repairs to the slightly damaged part and the front will be entirely rebuilt. The loss to the company was fully covered by insurance which will take care of reconstruction and the temporary interruption of business activities. During the emergency, the company is occupying quarters in the Cullman Brothers' warehouse, the use of which was offered at the time of the fire. It also wishes to acknowledge its indebtedness to the Essential Oil Co. and other supply houses for their generous offers of assistance.

The products which were damaged by the fire have been appraised and will be sold at a fire sale, the regular trade of the company being supplied with perfectly new manufactured goods.

Neve Drug Stores, Inc., has leased two more drug stores in the Central Zone of New York City. One is at 12 East 42nd street and the other is at the southeast corner of Fifth avenue and East 38th street.

This chain, although recently organized, has acquired 67 retail drug stores in the metropolitan area and plans to extend its operations throughout the country until it reaches the goal of 1,000 stores set by its owners.

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c., New ation at what he he has F. J. M. Miles, perfumer for the Colgate-Palmolive-Peet Co., sailed on the Paris July 16. Mr. Miles will spend about two months in Paris and other European cities studying conditions in the foreign perfume field.

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Frederick S. Stearns, chairman of the board of Frederick Stearns & Co., Detroit, is visiting his mother, Mrs. Frederick Stearns, Sr., at her home in Beverly Hills, California.

The Crown Barbers' Supply Co., New York City, has just moved from 357 West 27th street into its own building at 432 West 29th street. The new building has been completely remodelled to suit the requirements of the business and now comprises a most up-to-date plant for manufacturing and shipping purposes. The first floor is devoted to

offices, manufacturing and shipping. A feature of it is a n indoor loading platform connected with the other floors by adequate elevator service.

The basement is used as storage and washing space, the second floor to manufacturing and stock and the third floor to a line of barbers' furniture and equipment which is one of the latest branches of the company's activity.



NEW BUILDING OF CROWN BARBERS SUPPLY CO.

Edward B.
Cuddy founded the Crown Barbers' Supply Co., twenty-five years ago and is still its active head. Four of Mr. Cuddy's eight sons are now associated with him in the business. Edward B., Jr., has charge of laboratory and manufacturing operations, William handles bookkeeping and accounting work and Joseph and Charles have charge of the trucking and delivery service. Under this efficient and interested management, the company is making steady progress in the sale and distribution of its line.

The accompanying photograph shows the front of the company's new building.

The Forhan Co. reports for the six months ended on June 30 a net income of \$542,627 after Federal taxes and other deductions, equivalent under the participating provisions of the shares to \$1.95 a share earned on 150,000 shares of no par Class A and \$1.65 a share earned on the same number of Class B stock. This compares with \$306,027 or \$1.17 a share on the Class A and 87 cents a share on the Class B in the first six months of 1927.

The largest volume of business in the history of Procter & Gamble Co., was reported at the meeting of the board of directors in Cincinnati in July. The total was \$210,615,194 for the fiscal year ending June 30 as compared with \$191,776,977 in 1927. Net profit for the year was \$15,579,335 in contrast with \$15,004,975 shown in last year's annual statement. The previous record year was 1919, when the business volume was \$193,392,044. Net income last year was equivalent to \$11.99 on 1,250,000 shares of common stock of \$20 par value, against \$11.38 the previous year.

A distribution of \$179,000 in profit-sharing dividends was made to employees of the Port Ivory, Staten Island plant of Procter & Gamble, August 11, at a special celebration & Atlantic Highlands, N. J. This celebration, held in each city where plants of the company are located, signalizes the distribution of more than \$778,000 in profit-sharing dividends to employees of Procter & Gamble for the year ended June 30.

Besides the New York plant, the company operates factories in Cincinnati, Kansas City, St. Louis, Dallas, Texas, and Macon, Ga.

Schieffelin & Co., New York, one of the oldest drug houses in the country celebrated its 134th anniversary on August 6 by moving to its new quarters at 16-26 Cooper Square. The company for the last seventy-four years has been located in buildings erected by the great grandfather of the present head of the firm at 170 William street.

The firm was established in 1794 by Jacob Schieffelin and has been owned and managed by members of the family ever since its establishment. Since that time it has moved four times, but always within a radius of six blocks of its original location at 195 Pearl street. Its new building in Cooper Square was purchased last October and has since been extensively altered to meet the requirements of the business. It is a seven story building of modern fireproof construction and occupies a plot 124 feet by 176 feet. It was selected because of its excellent location as a distribution center for the Metropolitan district of New York.

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The new Plaza Trust Co., of which Richard E. La-Barre and Herbert Turrell, formerly of the Oxzyn Co., are directors, will begin business about Oct. 15 at Fifth avenue and 52nd street and will be a \$2,000,000 institution with a surplus of \$1,000,000. The company has adopted the unusual expedient of "hand-picking" its own stockholders. The shares of the institution, priced at \$170 each, were oversubscribed. The bank has sent questionnaires to all subscribers in an effort to determine those who will be able to help the bank in business, and the final distribution of stock will be made on the basis of the answers to these questions.

Net profit of the Bon Ami Co. and subsidiaries for six months ended June 30, 1928, was \$636,391 after taxes and depreciation, comparing with \$607,914 in the first half of 1927. For the quarter ended June 30, net profit was \$340,260 after above charges against \$322,958 in the second quarter of the previous year.

The Dean Manufacturing Co., manufacturing chemists, are now located at 2211 37th avenue, Long Island City. The company was formerly at 111 South Sixth street, Brooklyn. The new telephone number is Stillwell 4443.

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Sixteen wholesale drug firms with assets of \$200,000,000 and annual sales of \$80,000,000, as reported on page 255 of our June issue, were welded together, in the first national attempt at amalgamation on the part of wholesale druggists, through incorporation in Maryland Saturday of the McKesson & Robbins Holding Co.

The corporations consolidated include the Minneapolis Drug Company, the largest wholesale drug company in the Northwest; Bedsole-Colvin Drug Company, Mobile; Church-hill Drug Company, Omaha; Eastern Drug Company, Boston; Ferrand, Williams & Clark, Detroit; Faxon & Gallagher Drug Co., Kansas City; Fuller-Morrisson Company, Chicago; Gibson-Snow Company, Inc., with houses at Albany, Troy, Syracuse, Rochester and Buffalo; Hall-Van Gorder Company, Cleveland; Kirk, Geary & Co., Sacramento; Langley & Michaels Co., San Francisco, Fresno and Oakland; Murray Drug Company, Columbia, S. C.; Mc-Kesson & Robbins, Inc., New York and Bridgeport, Conn.; Roeber & Kuebler Company, Newark; Southern Drug Company, Houston; Western Wholesale Drug Company, Los Angeles, San Diego and Phoenix, Ariz.

George V. Doerr, president of the Minneapolis Drug, and the presidents of the fifteen other wholesale drug houses are to be vice-presidents of the holding corporation. The president of the consolidated institution is F. Donald Coster, president of McKesson & Robbins, Inc., of New York, which will continue as a drug and toilet goods manufacturing company as distinguished from the new holding company, a Maryland corporation.

Headquarters of the new corporation will be established in New York City.

Louis Philippe, Inc., New York City, is offering an issue of 40,000 shares of cumulative participating convertible Class A common stock, priced at \$22.50 a share, to yield more than 7%. The offering is being placed through Strabo V. Claggett & Co., Inc., and Moss, Pratt & Co., Inc. The Class A stock will be cumulative at the rate of \$1.60 a share annually, and after a like amount shall have been paid on the Class B it shall receive further dividends up to \$2.20 a share. The Class A is convertible at any time at the holder's option into the Class B stock on a share-for-share basis.

The business was established in 1911 by Louis Philippe with an invested capital, according to the founder, of less than \$100. In 1915 it was incorporated with a New York charter. In 1920 the company entered into an agreement with Park & Tilford providing for the distribution of its products by the latter. This contract was terminated in 1926. Since then the company has distributed its own products.

The present corporation was organized with a Delaware charter to take over the business of the New York company, and it is understood that the new financing is to provide funds for increased manufacturing facilities and for more intensified sales effort.

Net income of Coty, Inc., for the three months ended June 30 was \$651,254, after depreciation and Federal taxes, equal to \$1.99 a share on 327,762 shares of no-par capital stock. This compares with net income of \$401,794, or \$1.29 a share, on 309,300 shares outstanding in the first quarter of this year. For the first half net income was \$1,500,552, after above charges, equal to \$4.57 a share on 327,762 shares now outstanding, against \$1,055,723, or \$3.41 a share, on 309,300 shares in the first half of 1927.

Following the purchase of the Miller Fibre Products Co., by W. C. Ritchie & Co., of Chicago, as reported on Page 316 of our July issue, the latter company has announced that it will transfer manufacturing operations of the acquired company to its plant at Van Buren and Green streets. Changes have been made in the Ritchie manufacturing operations so that all paper boxes will be made at the South Chicago plant while the Green street plant will be devoted wholly to fibre containers. Approximately 100,000 square feet of space will be devoted to each of the lines under the new plant arrangement. With the exception of Mr. Miller, who retires on account of ill health, the entire personnel of the Miller company will be taken over by W. C. Ritchie & Co., and the business continued as the Miller Division of the latter.

Charles of the Ritz, whose wholesale division and laboratories have been moved to 9-11 University Place, has added additional space to his present headquarters and will shortly occupy another entire floor in the same building.

About September 1 a full line of cosmetics, preparations for the hair, the nails and hands and for the skin, will be placed on the market. Arrangements have been made with department stores, drug stores, and exclusive agents to carry a full line.

In addition to the department stores and specialty shops, the salons of Charles of the Ritz will carry these products exclusively and it is planned to open new salons all over the United States and abroad.



Hershman, well known to the essential oil trade here and abroad, through his connection as partner in the late firm of Rockhill & Vietor,

A quarter of a million dollar advertising campaign will be embarked upon under the management of Steuerman Service, New York.

Total sales by seventeen chain store organizations for July and for the first seven months of 1928 show a gain of 12.4 per cent. and 14.4 per cent., respectively, over the same periods last year. These increases are considered representative of the trend of chain-store business throughout the country, as the reports include some of the largest chains in the United States.

July sales of the seventeen chains were \$79,638,754, as compared with \$70,821,429 in July last year, an increase of \$8,817,325. For the first seven months of the year the same chains reported total sales of \$558,795,381, as compared with \$488,468,594 in the corresponding period last year, an increase of \$70,326,787.

F. C. Thiele, vice-president of P. R. Dreyer, Inc., New York, has just returned from a two weeks' vacation spent at Ancram, N. Y. Ernest R. Vetterlein, treasurer of the company, left August 17 for his vacation. Mr. Vetterlein will spend his time in Nova Scotia, returning to New York by boat.



JOHN H. HERSHMAN

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chemists, and City. th street, 1 4443. Gene Palmer, Inc., Los Angeles, Calif., has recently added to its line of toilet preparations and perfumes several new numbers, among them two which have met with special favor in the Pacific Coast section. "Black Tulip" and "Desert Primrose" are the most popular of these new items and the latter especially which comes at a time when the West is taking a lively interest in the desert country, has been established very successfully and sales have grown rapidly.

The company was established by Gene Palmer and J. Barrett Palmer about seven years ago and since that time its products have gained steadily in popularity until

they are sold in the larger stores throughout the Pacific territory.

Gene Palmer is one of the successful Western women. She writes her talent and art into her profession. "We toiletries and perfume makers thoroughly enjoy the distinction of contributing to the daily life's happiness and hygiene. We preserve Nature's great gift of flowers that bloom only for a short time by transforming them into exquisite fragrant odors that perfume and reveal those ideals we seek."



GENE PALMER

J. Barrett Palmer has been engaged in the manufacture of toilet goods for many years. He spent a long period in France in the study of the chemistry of perfumes and toilet goods. At the outbreak of the World War, he enlisted and served in the French army, later joining the American forces. He returned shortly after the signing of the armistice to engage in the manufacture of toilet goods at Portland, Oregon. Recognizing the immense field for his articles in Southern California, the factory was moved there five years ago and located at 319 East 12th street, Los Angeles. Last December fire destroyed all



NEW BUILDING OF GENE PALMER, INC.

their machinery and a large stock of merchandise. New machinery was immediately ordered, and the firm is now located at 2420 South San Pedro street in a splendidly equipped plant, a photograph of which is published herewith. The Walgreen Co. of Chicago is to have two more drug stores in New York City. The company leased from William Meruk, 1851 Myrtle avenue, at the northeast corner of Onderdunk avenue, Queens, a unit of about 2,500 square feet of ground floor space for twenty-one years from August 1 and from J. T. Kelley the corner store in the building that he is erecting on the southwest corner of Kings Highway and East Seventeenth street, Brooklyn. It has a frontage of thirty feet on the Highway and sixty-five feet on the street.

William Barlow, treasurer of E. M. Laning Co., New York City, has returned from his sixth annual automobile trip to North Bridgeton, Me. The trip of 1,850 miles was made without mishap of any kind.

E. M. Laning, president of the company is at Parkertown, N. J., enjoying the excellent fishing there with friends in the trade.

A. D. Armstrong, secretary of Fritzsche Brothers, Inc., New York City, has returned from Eagle's Mere, Pa, where he spent his vacation. While Mr. Armstrong spent considerable time on the golf links, it was Mrs. Armstrong who won the prizes, taking first place in the sweepstakes and also making low gross for men and women.

Lambert Co. reports net profit of \$929,242 for the quarter ended June 30, equal to \$1.93 a share earned on 481,250 no par common shares, compared with \$769,405, or \$1.59 a share, in the same quarter of 1927. Net profit for the six months totaled \$2,111,540, or \$4.38 a share, as against \$1,620,114, or \$3.30 a share, in the first half of 1927.

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J. E. Wolfe of Neumann-Buslee & Wolfe, Chicago, sends us a card from San Francisco where he is enjoying a vacation. It shows the airplane in which Mr. Wolfe made the trip from Los Angeles and gives a schedule of flights of the Maddux Air Line which operates between the two California cities.

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The Bevill Co., Inc., Birmingham, Ala., maker of skin lotion, has undertaken an extensive newspaper advertising campaign in Texas, featuring its special lotion for skin troubles. The advertising is under the personal direction of J. Burlington, sales and advertising manager for the Bevill Co.

McKesson & Robbins, Inc., recently declared an extra quarterly dividend of three-fourths of 1 per cent on the preferred stock, in addition to the regular disbursement of 1¾ per cent, both payable on August 10 to shareholders of record on August 1.

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The sale of the Cheek-Neal Coffee Co., manufacturers of Maxwell House coffee, to the Postum Co., Inc., has been ratified by the stockholders of the Cheek-Neal Co. The transfer of the company was made on August 1, when the Cheek-Neal Co. became a branch of the Postum Co., known as the Maxwell House Products Co., Inc.

The E. L. Patch Co., Boston, Mass., closed its plant August 18 for the annual vacation period. Only a skeleton force will operate the business until the reopening on September 4.

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T. C. Wheaton Co., Millville, N. J., manufacturer of o more glass bottles, has purchased the business of the Fay & d from corner Schueler Label Co., St. Louis. The business will be continued, but the St. Louis plant will be closed and the stock square and fixtures are being moved to the Wheaton plant at Mill-August ville, from which point the business will be operated in the building Higha front-

Fay & Schueler Label Co. manufactured a line of druggists' glass labels, shop furniture labels, celluloid labels, shelf bottles and the like, of which ample stocks will be available from T. C. Wheaton Co. The dies, records and equipment of the company will be available at the Millville plant so that no interruption in business will follow its

Joseph Franks, secretary of Du-Frank Corporation, Brooklyn, N. Y., accompanied by Mrs. Franks, has returned from an interesting automobile tour covering 2000 miles, which took them to the Berkshires, Montreal, Southern Canada, Niagara Falls and places of interest in Northern New York state. The trip was made in Mr. Frank's 1928 Cadillac and no accidents or mishaps of any sort were reported. The entire trip took two weeks.

F. de la Garza of the export department of Fritzsche Brothers, Inc., New York, sailed for Havana August 9 for a trip which will take him to Cuba and later to Mexico. After a brief visit to the Havana representative of his house, he will sail to Vera Cruz and spend a vacation of about three weeks visiting relatives and friends in Mexico. He expects to return by the same route after an absence from New York of about two months.

B. W. Erickson, secretary and treasurer of the Consolidated Fruit Jar Co., New Brunswick, N. J., accompanied by Mrs. Erickson and their daughters, have returned from an automobile tour to Kentucky where they visited relatives near Louisville.

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Wm. E. Swindell, member of the firm of Swindell

Bros., Baltimore, Md., and manager of the New York office, and Mrs. Swindell have returned from a ten weeks' trip abroad which covered the principal places of interest in Italy, Switzerland and France.

Considerable time was spent in motoring through the picturesque parts of Italy, particularly in the hill towns rich in historical tradition. Stops of several days were made in Naples, Rome and Florence, and the ruins of Pompeii were also



WILLIAM E. SWINDELL

visited. The trip included a ten days' stay at Cannes and visits to Grasse and Paris, where Mr. Swindell renewed ac-

H. C. Ryland, New York, advises us that his Chicago office has been moved to more convenient quarters at 360 North Michigan avenue. Carl A. Bruch has been appointed manager of the Chicago branch.

Antoine Chiris, Ltd., of London, has moved from its former address, 3 Drapers Gardens, Throgmorton avenue, to larger and more convenient quarters at 6-8 Beauchamp street, Holborn, London, E. C. 1. Cable address has been changed to Anchirtoin, Holb, London.

. . . . P. R. Dreyer, president of P. R. Dreyer, Inc., with Mrs. Dreyer, returned on the Deutschland August 13 from a prolonged business and pleasure trip in Europe,

Mr. Dreyer's first stop was Naples and after a brief automobile tour of the scenic places in Southern Italy, he went to Reggio Calabria where he visited several days with Paolo Vilardi, whom his company represents in the United States. After leaving Reggio Calabria, Mr. and Mrs.

Dreyer went through Italy to Grasse and spent several days visiting with the members of Bertrand Frères.

From Nice they motored to Geneva, and then went by easy stages through Switzerland, and later spent several days in Hamburg. From there they paid a short visit to Mr. Dreyer's birthplace in Denmark.

Mr. Dreyer took the opportunity of visiting many of the plants devoted to the production of aromatic chemicals, especially those

which his house represents in the United States. He reports that conditions throughout Europe are materially improved over those prevailing at the time of his last visit. He commented especially on the industrial activity in Germany and on the general prosperity of agriculture in that country as well as in France and Italy. He saw nothing, however, approaching the prosperity enjoyed by business men in the United States and states that as usual he was very glad to get home again.

P. R. DREYER

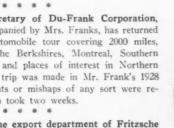
. . . . In an attractive insert between advertising pages 56 and 57 of this issue, A. C. Drury & Co., Chicago, call attention to the services which they can render to the perfumers in Western and Middle Western territory. They also describe "Royale" a compound in which they specialize, A. C. Drury & Co. represent the Sierra Talc Co., Los Angeles; Lockwood Brackett Co., Boston; Philipp Brothers, Inc., New York; Schliemann Companies, Inc., Han:burg and New York; and Hammill & Gillespie, Inc., New York, in the Chicago and Wid-western territory.

Art Tube Co., Inc., Irvington, N. J., announces the appointment of George DuBoff as sales and office manager. Mr. DuBoff has been identified with the collapsible tube business for many years and is well known in the trade.

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The company reports that it has been working at capacity production at times in two shifts since the first of the year, and expects to increase its production facilities one hundred percent in the near future.

Theodore Schulze-Berge, of Heine & Co., New York, has returned from a 1,500-mile automobile trip through the Catskills, the White Mountains, and lower Canada. The trip took two weeks.



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ts plant skeleton on SepEdwin Seebach, one of the principals of Chemical Works Flora, Dubendorf-Zurich, Switzerland, arrived on the Mauretania, August 10. Mr. Seebach is making his headquarters with Norda Essential Oil & Chemical Co., Inc., New York, which represents his company in the United States. Plans for his stay here are indefinite. Just before coming to the United States, Mr. Seebach enjoyed a vacation in Switzerland and he finds the New York August weather considerably different from the glaciers and snows of the higher Alps.

R. U. Delapenha of the olive oil importing firm bearing his name, sailed on the Aquitania August 1 for a visit of several weeks in Europe.

Joseph Rodié, head of Payan & Bertrand, Grasse, France, will arrive on the *Rochambeau* September 10 on his first visit to this country. While here, he will make his head-quarters with E. Lelong, exclusive representative for the firm in the United States.

During the many years he has been connected with the

essential oil industry Mr. Rodié, who is a chemist as well as a botanist, has contributed numerous articles on the subject of flowers and plants, their essences, and usage, constituents which have been published both here and abroad. He was graduated from the Institute Chimique and the Sorbonne of Paris, and for five years was chief chemist for one of the larger producers of essential oils in Grasse. In 1909, at the age of 28, he established a firm



Joseph Rodié

under his own name in Montpelier, France; and in 1922, he returned to Grasse where he incorporated a company to take over the business of the firm of Payan & Bertrand, a house which had already been in existence over half a century.

Sale of the American Linseed Co.'s linseed properties and linseed inventories has been approved by its directors. The purchasers, who divide the acquisition equally, are the Archer-Daniels-Midland Co., and Spencer Kellogg & Sons. The purchase price was not announced, but American Linseed Co. carried its linseed plants on its books at about \$4,695,000.

This deal is believed to pave the way for the speedy acquisition of the remaining properties of American Linseed by the Gold Dust Corporation. Consummation of the merger of Gold Dust and Linseed, it is explained, is being held in abeyance pending the determination of the rights of Linseed preferred stockholders in unpaid dividends.

The Container Corporation of America shows for the six months ended on June 30, a net profit of \$814,345 after interest and depreciation but before Federal taxes, comparing with a net profit of \$752,470 in the corresponding period last year. For the June quarter the company shows a net profit of \$386,436, against \$427,909 in the preceding quarter and \$460,072 in the second quarter of the preceding year.

American Commercial Alcohol Corporation, which on April 25, 1928, acquired the assets of American Distilling Company of Pekin, Ill., David Borg Industrial Alcohol Co. of Philadelphia, and S. M. Mayer Alcohol Co., Inc., of New Orleans, reports for the second quarter of 1928 net earnings of \$231,925, after depreciation, cash available for interest, amortization and Federal income tax. Figures, which are subject to audit, cover the operations of the predecessor companies for the month of April and of the consolidated corporation for May and June.

Harry H. Heminway, president of the Waterbury Paper Box Co., Waterbury, Conn., and Mrs. Heminway have returned from an extended pleasure trip through Italy and France. One of the features of the trip was a motor drive through Brittany, and visits to Grasse and Paris.

Shortly after their return Merritt Heminway returned from a trip to Bermuda.

Bartow Heminway is spending his vacation at Loon Lake in the Adirondacks.

Edward Quartin has joined the Quartin Mfg. Co., Ozone Park, N. Y., in a sales capacity. He is the eldest son of Abraham Quartin, president, and was graduated from the James Madison High School where he won distinction for literary work on the school magazine and also for the Senior Year Book. His work was so conspicuous that he was awarded a gold medal, and also took second prize for merit in the Metropolitan district.

A new counterfeit \$10 Federal Reserve Bank of San Francisco note is reported by the Treasury Department. The note is of the 1914 series; check letter H; face plate number indistinct; Frank White, Treasurer of the United States; A. W. Mellon, Secretary of the Treasury; portrait of Jackson. The counterfeit is printed on one sheet of paper from photo-mechanical plates with an occasional pen and ink line to imitate the silk threads of the genuine. The portrait is poorly etched and the seal and numbering are printed in a pale shade of blue.

Descollonges Frères of Lyon, France, has been incorporated with a capital stock of 3,500,000 francs. Etienne Descollonges and Louis Descollonges remain in control, and no change in the policy of the company is planned. Descollonges Frères, S. A., is represented in the United States by Benjamin French, Inc., New York.

J. A. J. Wijnmalen, of Wangler-Budd Co., Inc., New York City, returned on the Majestic July 31 after a six weeks' trip abroad with Mrs, Wijnmalen. Mr. Wijnmalen spent all of his time in France and Holland, and in the latter country he visited the plant of Polak & Schwarz, Ltd., Zaandam, for whom his company acts as American agent. He also visited the new laboratories of the company at Bois Colombes, France, where he was much impressed with the complete equipment.

Emile Damann, president of Etablissements Emile Damann, Paris, importers and dealers in vanilla beans, arrived on the France August 22 for a visit of indefinite length to his house in New York, P. & P. Derode Frères & Damann, Inc. Mr. Damann visited here in 1925. His firm has been importing vanilla in France for more than 100 years.

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er a six ijnmalen the latter rz, Ltd., in agent. y at Bois with the

s Emile a beans, indefinite e Frères 25. His ore than James E. Kelly, proprietor of Hagerty Brothers & Co., New York City, who is touring Europe, has left Karlsbad after a stay of several weeks. Mr. Kelly's itinerary included Germany, Austria, England and France, with trips to Cannes, Grasse and Paris.

In a striking announcement on advertising page 119 of this issue, the Peerless Tube Co., Bloomfield, N. J., calls attention to new styles in tube colorings, recent developments which the company is now ready to offer.

The Chicago office of Pierre Lemoine, Inc., New York has been moved to more convenient quarters at 722 West Austin avenue. New telephone number is Haymarket 0991-2-3.

Wm. Young of the New York sales department of Swindell Bros., Baltimore, Md., has returned from a three weeks' business trip which took him to the principal cities in the Middle West.

Webb Products Co. has purchased the business of Graf Brothers, manicure specialties, New York, and will continue it under the name Hyglo Sales Corp. Walter E. Bauer is president of the new company.

J. H. Montgomery of Fritzsche Brothers, Inc., New York, has returned from a vacation which he spent with his family at Stonybrook on the North Shore of Long Island.

Business record since our last report:

American Powder Puff Mfg. Co., Inc., manufacturing cosmetic articles, 374 Snediker avenue, Brooklyn. By Celluloid Co. for \$2,000, American Celutex Co., \$2,300, and Joseph H. Meyer Bros., \$50. Judge Campbell has appointed James Virdone receiver in bond of \$1,500.

Morris Weiss, drugs, &c., 141 Washington street, Brooklyn, has made an assignment to Louis W. Weisnerg, 500 West 176th street, New York City.

Paris Mode Parfum Co., 16 East 17th street, New York. Liabilities, \$3,555; assets, \$2,745. Louis Zeitner appointed custodian, under \$500 bond, by Judge Hazel.

Vandyke Pharmacy, 912 Sixth avenue. By Russel H. Kittel on a claim for \$540. The members of the firm are Oris Andaval and Louis Lissman. E. Gerson Rieger appointed receiver, under \$3,000 bond, by Judge Goddard. Liabilities about \$10,000.

United Comb Co., Inc., 128 West 31st street. Liabilities \$68,500; assets \$20,047, main items being fixtures, \$9,040; stock, \$7,600. Principal creditors listed are du Pont Viscoloid Co., \$16,349, secured; D. L. Beeber, \$13,539, secured; Mechanics Bank, \$3,701; Modern Investment Loan Corporation, \$2,272; Kings County Trust Co., \$2,997.

Alexandre & Emile, Inc., beauty parlor, 18 East 53d street, by Leo Saxe, for \$197; Kiddie & Mackenzie, \$333; Holland & O'Donnell, Inc., \$142. Bernard J. MacCorry appointed custodian, under \$500 bond, by Judge Hazel. Liabilities, about \$4,000; assets about \$1,500.

Henry L. Kessler, druggist, 930 West End avenue. Liabilities, \$16,643; no assets.

Florence Importing Co., 14 East 32d street. Herman Epstein appointed receiver under \$2,000 bond, by Judge Mack. Liabilities, about \$50,000; assets, about \$5,000.

Samuel Blumberg, pharmacy, 658 Rockaway avenue, Brooklyn, has made an assignment to Philip Goldstein, 1,648 Carroll street, Brooklyn.

The New York Public Library recently displayed a very interesting collection of advertisements, cld and new, showing the growth and development of the science of advertising in America from very early times. Reproduced herewith is the advertisement of a hairdresser published in 1790, one of the earliest of cosmetic advertisements ever produced in the United States. As will be seen from its text, the preparations used vary greatly from the lines offered by the modern perfumer.

The method utilized by this advertiser of describing his wares in verse was quite common at the time when the advertisement was printed. It is interesting to note that some of the most modern of advertisements are reverting to the same method of description.

Included in the display at the library are samples of advertising copy from 1704, the date of the first American



newspaper advertisement, to the present. Samples of the work done in earliest times are quite interesting and not altogether unattractive. It remained for the period from 1850 to about 1890 to produce some of the poorest, judged by modern standards. Recent advertisements in the display include many featured by leading perfumers and toilet preparations manufacturers.

The contrast between the advertisement shown herewith and those printed in connection with Leroy Fairman's article in our July issue is excellent evidence of the tremendous progress made in the science in the last century. Viewing the display and recognizing this progress leads to speculation as to what the advertisements of the year 2050 will be; what new methods of presentation will then feature of perfumer's publicity; and whether the copy of 1928 will look as strange to the reader of the future as the copy of 1790 does to us.

Bellevue Beauty Shop, Inc., Sioux City, Iowa, a Delaware corporation, has changed its name to the Metz Co.

Chicago Trade Notes

The Midsummer Golf Tournament of the Chicago Drug and Chemical Association was held on July 17 at Big Oaks Golf Club. No less than twenty-five desks were deserted for the occasion, with an uncommon lack of hesitation, for Walter H. Jelly, chairman of the committee, has already demonstrated his ability to make these affairs exceedingly pleasant, not only socially but also barometrically, being a close student of the almanac, a friend of the weather man's and a devotee of American Indian folk lore, which latter trait enables him to avoid tournament dates upon which supplications are being made to rain gods.

Of the twenty-five who attended, nineteen were members and six were guests. The spirits were high but the scores were low and Mr. Jelly himself emerged from the rather keen competition to capture the low net prize with a score of 73. For second prize there were five claimants, for A. G. Schneider, of Victor Chemical Works; P. A. Rising, of Chas. Pfizer & Co.; H. E. Lancaster, of Marshall Field & Co. and S. U. Boehmer, of Walter H. Jelly & Co., all ran a total of 76. This makes only four names but Mr. Schneider thought it no more than proportionate to ask for second prize twice. For sixth prize Lester Gordon, of Solvay Sales Corporation, had no one to argue with. His score was 77.

First guest prize was won by A. J. Dedrick, of Edward T. Beiser Co., who was followed, for second and third places, by Joe Ford, of Celon Co., Mr. ison, Wisconsin, and Paul Pettit, of Lady Grey Co. Other guests who competed were Burton T. Bush, of New York, Bert Hassell and Messrs. Halvorsen and F. S. Dedrick, of James S. Kirk & Co. The lowest gross scores of the tournament were turned in by G. M. Van Kirk, of Hazel-Atlas Glass Co. and B. F. Zimmer, of Fritzsche Brothers, Inc., who is this year's energetic president. E. L. Drach, of Abbott Laboratories, achieved the greatest individual wear and tear on the course, to say nothing of his clubs and his peace of mind, for his ball proved by turns so sluggish and capricious as to force him to urge it forward 119 times for high score.

After darkness had descended and the prizes had been awarded, J. J. Elwell, of Pennsylvania Oil Co., and a small coterie of enthusiasts sallied forth to play under what they said were, for them, the only suitable conditions. When questioned they stated that their own brilliance, when combined with the sun's rays, so dazzled and blinded them that it threw them completely off form; but they thought if they hurried and finished before the moon rose they could probably establish new course records by starlight. Mr. Elwell's announcement, upon his return, that he had made a hole in one was greeted with considerable awe, until it was learned that he was merely referring to a shot which he had successfully aimed at a stone quarry.

Mr. and Mrs. F. F. Hopkins, of Shenandoah, Iowa, proprietors of the Marvel Creme Powder Co., have arranged to advertise their products in a manner that is both novel and unique. All their publicity will be circulated by means of radio broadcasting and their two specialties, Eva's Creme Powder, a powder designed for application with a sponge, and Eva's Creme Rouge, will soon be associated with a series of interesting programs issued over station KMA.

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Dr. Shearer and Mr. Hall are the new owners of Monarch Laboratories, of Edgerton, Wis., formerly known as Wilson Bros.

Sam R. Shapiro, of National Soap & Perfume Co., 512-524 West Huron Street, has concluded a period of careful experimentation during which he developed a new odor, which, when added to his already extensive line, will be known as Salut d'Amour. With regard to the package and quality of this perfume, as with his L'Orphas Face Powder, Mr. Shapiro has followed as closely as possible the latest vogue in French cosmetics, and has exercised thoughtful discrimination in the selection of his materials.

Mrs. Clarence Morgan recently purchased a pedigreed Great Dane which is the puppy of the Australian, German and American champion Dane. Although he resembles a lion more than a dog at his present interesting stage of growth he is undoubtedly destined to develop into a handsome collector of blue ribbons.

The Royal Crown Mfg. Co., located at 3330 Carroll avenue, reports business in its lines as picking up and plans are being made for a big Autumn campaign. Harry J. Fisher is president of the company and R. A. Fisher, secretary-treasurer. Recently another company was organized by the owners under the name of LeMaire, Inc., to handle other lines of toilet goods to be manufactured and distributed under the LeMaire label to the trade.

Executives of James S. Kirk & Co., Chicago, deny that there is any truth to the rumor that the company is to merge with Procter & Gamble, of Cincinnati. W. C. Nicholls, advertising manager of the Kirk company, says that the new addition to the plant on West North avenue will be ready soon and the new factory building will double the capacity of the company. The old Kirk factory at Michigan avenue and the Chicago River is still in use. A heavy advertising campaign will be under way this Autumn to boost the sale of the Kirk products.

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The Walgreen chain of stores is adding more units each month, one of the latest being a 99-year lease on the land on which the Hotel Holland Building is located at 1526 East 53rd street. The company will pay \$16,500 annually for the lease and it is reported it bought the building in addition to the lease agreement. Another loop location was secured in the Warmington Building at State and Washington avenue for a long period of time. The building is being rebuilt at present.

The company reports for the six months ended June 30, 1928, net income of \$1,044,974 after charges, equal after preferred dividends to \$1.17 a share on the 766,364 common shares outstanding. This compares with \$726,191 or 75 cents a share on the same common share basis in the same period of 1927. Net sales totaled \$13,657,340 compared with \$9,249,857.

Buck & Raynor chain, of which Liggett Drug Stores, Inc., is now in charge celebrated its 70th anniversary last month with special sales at all of the stores of that organization. A gift box was given to each customer who bought merchandise during the sale.

G. T. Johnson, F. R. Beaber and M. A. Hemisath have organized the Sycamore Co., 211 West State street, Sycamore, Ills., to buy and sell drugs, cosmetics and toilet goods. The new company has a capital stock of \$20,000.

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sath reet, oilet There is a lot of activity among the Chicago cosmetic and toilet goods manufacturers and many of them are planning extensive Autumn advertising campaigns for business. The Quinlan agency recently secured the accounts of the Kolax Co., of Chicago, and the Edgar Murray Co., of Detroit.

L. Sasmor, sales manager of the Crystal Chemical Co., New York, was a business visitor in the Chicago market last month, making his headquarters with L. V. Merz & Co., Chicago representatives of the company. He was optimistic over the business outlook.

The Armour Soap Works is pushing the sale of their Dona Castile line of soaps and has retained the Blackett Sample Hummert agency to handle the big advertising campain to be launched soon for the product.

Yardley & Co., Ltd., has moved its Chicago headquarters to 461 West Erie street in the Currier-Lee Warehouse building.

John Kvale, of the Surety Soap Co., has moved the offices and factory of the company to 230 West Huron street. The old quarters were at 26 West Washington street.

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Charles V. Johnson, Florence Johnson and Esther Ries have organized the Komplexo Co., with offices at 7751 South Michigan avenue, Chicago, to manufacture and deal in cosmetics, perfumes and other products. The new company has a capital stock of \$5,000.

Roger G. Stevens, N. R. Wilson and A. P. Eckel have organized the Chicago Laboratories with offices at 3641 North Central avenue to manufacture and deal in antiseptic preparations. The new company has a capital stock of \$12,000.

The Chicago Merchandise Fair was held at the Coliseum from July 31 to August 11. Several well known cosmetic houses had exhibits at the fair.

Ralph C. Jennings, well known to the Chicago trade, has moved his offices to 308 West Washington street in the new Mercantile Building.

Roy C. Tischer, Charles W. Raban and A. V. Hensey have organized the Tischer Co., Inc., with headquarters at 6680 Edison Park avenue to operate stores for selling drugs and cosmetics.

Harry W. Hadley, president of the International Trade Exchange, well known to the trade, has returned from his annual fishing trip to the Minnesota Lakes and his friends are all eating fish now.

S. M. Glick, L. D. Shein and J. Kroeger have organized the South Park Drug Co. with offices at 347 East 35th street, Chicago, to deal in cosmetic and drugs.

Friends in the trade are extending congratulations to Charles R. Walgreen, Jr., on his recent marriage to Miss Mary Lake of 999 Lake Shore Drive. They departed on a three months' wedding trip abroad.

Donald M. Clark, of Franco-American Hygienic Co., has now quite recovered after a brief illness.

S. U. Boehmer, of Walter H. Jelly & Co., recently returned from a vacation which he spent with his wife on a combined boat and motor tour of the Great Lakes. William H. Muttera, of Armstrong Cork Co., W. L. Filmer, of Monsanto Chemical Works and Joseph De Lorme, of Riviera Products Co. have also returned, tanned and refreshed-looking, to their desks.

Dudley Lum, of Givaudan-Delawanna, Inc., one of the few men in the trade who have had the fortitude to make business trips during the hot weather, has lately travelled through Iowa.

Richard Hudnut, of New York, held a sales meeting luncheon and display of the products of the company at the Stevens Hotel, Chicago, last month. Quite a large number of the trade were on hand for the meeting.

Work is being rushed on the new Palmolive building going up at Walton Place and Michigan avenue. It will be 15 stories in height with foundations that will carry 22 floors additional whenever they are needed.

Northwestern Trade Notes

Negotiations have been completed for the lease of a three-story fireproof building at 115 Fifth street NE, Minneapolis, by Jarvaise Perfumer, Inc., in the largest expansion move since the organization of the manufacturing unit in 1926. A photograph of the plant was published in our June issue. Machinery valued at more than \$100,000 will be installed in the new factory and alterations costing \$25,000 will be started immediately to permit manufacturing operations Sept. 15.

The new three-story brick building, which contains 25,000 square feet of floor space, was leased for 10 years at a total rental of more than \$40,000. The output of Jarvaise Perfumer, Inc., with an estimated production this year of \$300,000 is distributed throughout the United States, J. R. Guoynes, president and general manager, stated.

The company has a payroll of 35 at the factory, with demonstrators throughout the country. The number of employees will be increased in the next few months, it was announced. In addition to perfumes, face creams and powders are made with about 65 items under production on the present schedule.

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Ralph G. Pollock, formerly associated with the Metropolitan Theatre as publicity director, has been appointed general sales manager for the Velvobay Distributing Co., a sales organization handling the products of the La Pompadour Co., Minneapolis. Mr. Pollock contemplates establishing 25 offices in principal cities of the United States. The La Pompadour Co. plans to increase its personnel to handle the growing volume of trade, Mr. Pollock stated.

The four Walgreen and 16 Central drug stores in Milwaukee will now be operated under a unified merchandising and advertising policy, it is announced by Morris R. Shlensky, who is supervising the 20 stores. The Walgreen company bought out the Central Drug Co., a Milwaukee

chain system, several months ago. As an experiment, the two systems were operated separately as regards sales policy and advertising, with good results. Believing that greater efficiency can be obtained by a single policy, the stores will be merged and all of them will ultimately become "typical Walgreen stores."

The Central drug stores will be operated under the name of Walgreen-Central Drug Co. Under the new advertising and sales policy the same articles will be placed on sale at all of the stores on the same day and the advertising will carry the name Walgreen-Central Drug.

John E. Kindler, 64, general superintendent of the soap making department of the Palmolive-Peet plant in Milwaukee, has been retired and pensioned after twenty-three years with the company. He grew into his job, for they did not need a general superintendent when he went to the company. It was the old B. J. Johnson Soap Co. in those days and it employed only twenty-five men. Mr. Kindler went to the Milwaukee plant from James S. Kirk & Co. of Chicago.

Frank E. Noble, sales representative for Noyes Brothers & Cutler, Inc., wholesale drug firm of St. Paul, was feted recently at a dinner in honor of his completion of 50 years of service with the company. Twenty of the guests have been employed for more than 25 years, while the remainder of the party was made up of executives of the firm. James Fernall, who works in the laboratories, is the only employes of the firm who antedates Mr. Noble in service.

C. Reinold Noyes of Noyes Bros. & Cutler, Inc., headed the executive committee of St. Paul wholesale and manufacturers in charge of the thirteenth semi-annual Twin City Market week at which time manufacturers and wholesalers of the Twin City were hosts to the retailers of this territory. Several thousand retailers attended the five day gathering from August 6 to 11. On the first day of the meeting at which 40 speakers were scheduled, Elias Shaker, manufacturers' agent, spoke on "Building a Bigger and Better Business in Toilet Accessories."

Two members of the Minneapolis Drug Co., wholesalers, and members of the Rotary Club of Minneapolis, have been named to committees of that organization for the ensuing year. R. V. Hess, credit manager of the company, has been appointed to the attendance committee, and Henry Doerr, Jr., is a member of the fraternal committee.

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The Northwestern Drug Co., wholesale druggists, held its annual picnic, July 19, at Lake Minnetonka. In the golf tournament, one of the features of the outing, Ronald Hector took first in 18 holes of medal play, with R. E. Else, second. Ernest J. Knowles, president of the organization, welcomed more than 1,000 persons who attended the outing. General arrangements were under the direction of Earl Hamblet.

Manufacturers and wholesalers of cosmetics, soaps, perfumes and drug items are participating in the Midwest Market Week which takes place in Milwaukee during the State Fair, August 27 to September 1. Displays of their products feature the exhibits of numerous manufacturers during the week. Clinics will be held at which the different preparations will be tested and demonstrated for the enlight-

enment of numerous retailers and visitors who will attend. All industries are participating in the Midwest Market Week. Everything from shoes to wigs will be shown for men and women's wear as well as implements, machinery and everything that is manufactured and used by the general public. The occasion will attract countless numbers of people from all adjacent cities and states that make up the trade area of Milwaukee.

The Hillyard Chemical Co., of Milwaukee, has changed its name recently to the Shine All Sales Co. It has retained its old place of business in the Meyer building.

The Dermatol Kosmetik Co., Milwaukee, has abandoned its factory at 251 East Water. Its equipment has been put in storage, according to reports. It has not been discovered whether this move is only a change of location or whether the firm has gone out of business.

Pacific Coast Trade Notes

It is difficult to realize the vast sum of money needed to stage a motion picture. New scenery, new costumers, new wigs—everything is new, or changed. Sometimes the character requires a blonde wig, other times wigs of darker shades. Short hair, long hair, curly hair, enter into the scenes. Zan, of Los Angeles, for years has been supplying the movie industry with wigs, being ready at a moment's notice to supply wigs for almost any character. The movie stars, however, always have the wigs made up specially for each picture.

The National Association of Retail Druggists will hold its annual convention at San Francisco, Cal., September 10 to 14. This is the first time the Pacific Coast has been selected for the convention.

The Owl Drug Co. will erect a store and office building at the corner of Fourth street and Pine avenue, Long Beach, to cost in excess of \$100,000. The new building will occupy a frontage of 100 feet on each street, and will be of Spanish design with tile roof, carved stone trim, and recessed window openings. Construction will be of concrete, finished in plaster. The Owl company holds a 99-year lease on the corner.

Smart & Co., Inc., 421 East 8th street, Los Angeles, have found it necessary to increase their quarters. They have leased rooms adjoining their present quarters, which gives them nearly double the amount of space. Business has shown a wonderful increase the last year. June of this year was the biggest month in their history. Ordinarily December is their best month, while June is not so good. Mr. Smart anticipates a big Autumn and holiday trade.

The company has recently been incorporated, with a fully paid-in capital of \$25,000. F. W. Smart is president; William Grimes, vice-president; M. E. Kreutel, secretary, and H. C. Sebald, treasurer.

Marian Braden Boon, 857 South San Pedro street, Los Angeles, is making splendid progress. Her cosmetics are very attractively packaged. Miss Boon is using the radio as a means of placing her products before the public.

Max Factor & Co., Los Angeles, report the new factory nearly completed and ready for occupancy.

IN MEMORIAM FOR DEPARTED FRIENDS

Beiser Edward T., president of Edward T. Beiser Co., Riverside, Conn., August, 1926. Bischoff, Michael, pioneer soap manufacturer, Zanes-

BISCHOFF, MICHAEL, pioneer soap manufacturer, Zanesville, Ohio, August, 1919.

Burnett, Harry, treasurer of Joseph Burnett Co., Boston, August, 1927.

BURTON, WASHINGTON, president of W. Burton & Co., Inc., flavoring extracts, New York, August, 1918.

EAVENSON, FRANCIS V., of J. Eavenson & Sons, Inc., Camden, N. J., August, 1927.

FRITZSCHE, HERMAN T., of Fritzsche Brothers, New York, August, 1906.

Horchkiss, Calvin, president H. G. Hotchkiss Essential Oil Co., Lyons, N. Y., August, 1925.

Isermann, Mrs. Fannie, mother of Samuel and Max Isermann, New York, August, 1920.

JOHNSON, CALEB E., president Palmolive Co., Milwaukee and Chicago, at Easthampton, L. I., August, 1924.

OLDS, EDWARD ALLEN, president of Packer Manufacturing Co., New York City, August, 1926.

O'SHAUGHNESSY, PETER, the Rossville Co., Laurenceville, Ind., August, 1926.

PEET, JESSE, soap manufacturer, one of the founders of Peet Bros., Kansas City, Mo., August, 1917.

Ross, Frank A., long treasurer Flavoring Extract Manufacturers' Association, Melrose, Mass., August, 1922.

SCHLENGER, HUBERT, Bertrand Frères, Grasse, France, August, 1910.

SCHRANCK, HENRY C., president H. C. Schranck Co., Milwaukee, August, 1927.

Scorr, William, president of the Kiefer-Stewart Drug Co., Indianapolis, Ind., August, 1922.

UNGERER, WILLIAM PHILIP, founder of Ungerer & Co., New York, August, 1907.

NEW PUBLICATIONS, PRICE LISTS, ETC.

Shipkoff & Co., Sofia, Bulgaria, have issued a circular on the rose crop of 1928, giving the following information: The rose crop 1928, which has just ended, will remain unique in the annals of the rose industry. It was the most backward crop within the memory of living man, fully three weeks late, and was effected in the shortest possible period and under the most exceptional weather conditions. During the first week of the harvest, beginning with May 26, when the distillation began in the most southern rose villages of the rose district, the temperature was well-nigh wintry, ranging from 45° to 50° Fahrenheit dropping down to 36° above zero on the night of May 29th, when it snowed up in the Balkan mountains. This cold and almost wintry weather continued until June 3, when suddenly a hot wave set inraising at once the temperature up to 85° to 90°. This coincided with the beginning of the harvest in the main rose region, further north, along the southern slopes of the main Balkan range. As the entire picking was effected during unusual hot and dry weather, without a single rainfall, the harvest, in this main region, lasted only two weeks, ending June 17th, while in the two rose villages Klissoura and Adjar, highest in the mountains, the harvest lasted only 12 days, from June 8 to June 20. It is small wonder, then, that the yield of otto of rose from the flowers, this year, is the smallest on record-fully 25 per cent less than the average yield.

For the large distillers, the co-operative societies and

the growers—distilling fresh flowers—coming from short distances, the yield was one kilogram of otto of rose from 4,000 kilograms of flowers, or one ounce of otto of rose from 255 lbs. of flowers; while for the manufacturers, distilling flowers brought from long distances, the yield was one kilogram of otto of rose from 5,000 to 5,500 kilograms of flowers, or one ounce of otto of rose from 320 to 350 lbs. of flowers.

Considering all the above mentioned conditions, and adding to them an unjustifiable and unsuccessful attempt to corner all the rose flowers in the county of Karlovo, the price of the flowers was boosted by the cornering parties, unprecedentedly high. It ranged from 15 levas to 17 levas per kilogram and this brought the cost price of the pure otto of rose up to \$15-\$17.50 per ounce.

The total yield of rose flowers, this year, was a trifle less than 13,725,000 lbs. or about 30% less than last year's crop, out of which were distilled 48,997 ozs. of otto of rose. Of these, the large manufacturers distilled 35,778 ozs., the co-operative societies 2,996 ozs., and the growers 10,222 ozs. This output is considerably below the annual consumption of Bulgarian otto of rose; but as there remain unsold, from previous crops, at least 38,775 ozs. in the hands of growers, co-operative societies, exporters, jobbers and dealers, there is hardly any possibility of a rose famine in the consuming markets.

RICHARD HUDNUT, New York, has issued its annual catalogue and price list of 1928 holiday creations. The booklet is printed in several colors and the various packages are attractively illustrated against modernistic backgrounds. Prices and complete information on the line are included.

* * * *

GIVAUDAN-DELAWANNA, INC., 101 Fifth avenue, New York City, has sent out an attractive twelve-page booklet "Resins for Perfumery." This contains much useful and interesting information for the perfumer, and will be sent gratis to interested persons.

. . . .

HORTE LABORATORIES, INC., 551 Boylston street, Boston, Mass., have issued an attractive little catalogue showing the various numbers in the line of toilet preparations which they manufacture and illustrated with photographs of the packages.

BOOK REVIEWS

(Copies of Books Reviewed in this Column and Other Works Useful to Our Readers may be Obtained through the Book Department of The American Perfumer & Essential Oil Review, 81 Fulton street, New York.)

The Progress of Arbitration

Suggestions for the Practice of Commercial Arbitration in the United States, prepared by the American Arbitration Association. 247 pages. Oxford University Press, New York, 1928. Price \$1.75.

The rapid progress which the practice of commercial arbitration as a method of settling disputes has made during the last few years has been due to many causes. Among these, the desire for rapid settlement without the delays which have become a part of our legal procedure, the natural antipathy of the business man to law suits, the better feeling between members of the business community and the spread of better and cleaner methods of doing business have

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all played a large part. Had it not been for the fact that so many trade organizations and other agencies had been consistent exponents of arbitration and had preached the doctrine at every opportunity, however, all of the other causes would have been able to accomplish but a small part of what has been done.

So rapid has been the growth of the idea that there has been great need for a book which would explain, not only the principles upon which arbitration is based, but also the actual methods under which it is put into practice. Such a volume has now been placed in circulation by the American Arbitration Association.

The work is a very complete guide to the practice of arbitration and gives most explicit instructions as to the proper procedure not only in securing the arbitration of the suit but in submitting the case, making the award and finally enforcing the judgment of the arbitrators. In addition to these divisions an annex gives a summary of arbitration laws, complete text of the United States Arbitration Act and of the New York state act, rules of the American Arbitration Association, draft of arbitration clauses for embodiment in contracts and forms used in the practice of arbitration, besides much other interesting and useful data.

A Story of Travel and Adventure

HUNTING BIG GAME IN AFRICA, by Mrs. E. L. King. 315 pages, 62 illustrations. Private printing. May be purchased through Perfumer Publishing Co., 81 Fulton street, New York City. Price \$3.00.

This volume is from the pen of a sportswoman who tells her story as one would expect it to be related by word of mouth. The stories of hunts in Africa are often told. Some describe one phase of the subject and others another. In most cases they fail to tell the simple things which we all want to know and regarding which we would ask questions. Mrs. King in her work has evidently sensed this fact. Her story answers in a straight, direct way the elementary and intimate queries regarding a big game hunt.

The book is divided into twenty-two chapters. The work opens with an interesting description of the trip to East Africa; then it describes the anticipations, equipment, and cost and method of the hunt; pays tribute to the guide and safari. This is followed by an insight into the life and pastimes when not actually hunting and leads on to vivid descriptions of the hunting of various big game found in Africa. It does not lose sight of other animal life. Several chapters are devoted to birds, insects and various kinds of animals. The simple, direct, anecdotal way in which the author tells her story, holds one's interest intensely to the very end. One instinctively feels that here is a story of big game hunting which is related in a truly understandable fashion. There is no tendency toward exaggeration, or the unusual. It is a plain, homely story that even a child would be interested in. It is the type of story of adventure and life that is most generally enjoyed.

The book itself is well printed on excellent grade paper. The illustrations are unusually good. The volume is not published for personal profit but in the interests of the Amateur Trapshooting Association. Mrs. King for several years held the national woman's championship in this branch of sport, hence speaks knowingly when she describes firearms and their use.

The author has done well and we trust a further description of a more recent trip to another portion of Africa may soon follow.

NEW INCORPORATIONS

Note.—Addresses are given, so far as they are available, of the incorporators. Otherwise, letters or other first class mail may be sent in care of attorneys or trust companies, endorsed with requests to "Please Forward."

Parfumerie de Raymond, Inc., Dover, Del., oils, aromatic products, etc., 1,000 shares of common stock. United States Corporation Co., Dover, Del.

B. S. Kay Co., Manhattan Borough, New York City, toilet articles, \$10,000. Kantrowitz, Esberg & Solins, 320 Broadway, New York, N. Y.

Hair and Scalp Institute of Indiana, Inc., Indianapolis, Ind., soaps, oils and chemicals, 400 shares no par value common stock, incorporated by Lloyd E. Battles, Harry M. Maas and Edward R. Stevenson.

Lucien Lelong, Inc., 55 East Washington street, Chicago, manufacture and deal in toilet articles and preparations, \$250,000, has been incorporated by Joseph S. Stein, Richard B. Dehnert and Albert Ellbogen.

Morris Barber Shop Co., Manhattan Borough, New York City, \$10,000. H. Lenitz, 9 Park Place, New York, N. Y. Spray Away Corporation, New York City, drugs, medicinal and other preparations, 2,000 shares of common stock. United States Corporation Co., Dover, Delaware.

Crown Beauty Studio, Manhattan Borough, New York City, \$3,000. L. Savage, 152 West 42nd street, New York. Alfonso Tana Barber Shops and Beauty Parlor Corporation, Washington, D. C., 500 shares of common stock. Capital Trust Co. of America, Wilmington, Del.

Hinze Ambrosia, Manhattan Borough, New York City, make toilet articles, 5,000 shares of common stock. Bree, Abbott & Morgan, 15 Broad street, New York, N. Y.

Woolsey of Fifth Avenue, New York, Long Island City Salon Corporation, hairdressing, 5,000 shares of preferred and 200 shares of common stock. R. H. Law, Jr., 7 East 42nd street, New York, N. Y.

Return of Youth, Inc., Manhattan Borough, New York City, perfumes, 50,000 shares of preferred and 5,000 shares of common stock. D. Kamerman, 1140 Broadway, New York.

La Belle Perfumery Co., Bridgeport, Conn., materials and supplies for cosmeticians, \$50,000, incorporated by Albert J. Marsh, Jack E. Lee and Elsie Brosler.

Metropolitan Barbers and Beauty Parlors, Manhattan Borough, New York City, \$10,000. M. Block, 154 Nassau street, New York, N. Y.

Silko Flakes Co., Jamestown, N. Y., soap, \$15,000. Carlson & Alessi, Jamestown, N. Y.

Polly Anna, 546 Madison avenue, and Polly Anna, 38 West 57th street, Manhattan Borough, New York City, beauty shoppes, former \$20,000 and latter \$40,000. J. Richey, 110 East 42nd street, New York, N. Y.

Jesse Mosheim Corporation, Manhattan Borough, New York City, toilet articles, \$20,000. Engelberg & Rosenblum, 217 Broadway, New York, N. Y.

Hollywood Dry Distribution Co., Wilmington, Del., make non-alcoholic beverages, 250,000 shares of common stock. Corporation Trust Co. of America, Wilmington, Del.

Geiger Noiseless Dryer Corporation, Manhattan Borough, New York City, make hair drying machines, 198 shares of common stock. R. E. Enright, 11 Park Place, New York.

United States Soap Products Co., Manhattan Borough, New York City, \$10,000. H. Silver, 309 West 50th street, New York, N. Y. available, first class ompanies,

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Montreal

Montreal, August 15.—Summer business is booming along in Montreal and the districts served by Montreal firms. The latter are in consequence thoroughly busy, and all the more so because executives and staffs are depleted by summer vacations, leaving those who remain loaded up with work. The tourists traffic is heavy, bringing with it a rush of business and frequent demand for supplies from the city retailers, and the summer resorts are full up and rural retail stores doing well and ordering freely.

One of the most interesting and popular figures in the trade in Montreal, is Hon. Henry Miles, M.L.C., president of Leeming Miles, Ltd., honorary president of the Proprietary Association of Canada.

Mr. Miles is a native of Quebec Province, born at

Lennoxville in 1857 and educated at Bishop's College and Laval University. He entered the drug and perfume business early in life, beginning his career with Lyman, Sons & Co., of which firm he became a purtner in 1885 and later managing director.

In 1895 he retired from that firm and organized the firm of Leeming, Miles Co., Ltd., of which he is still the head. Mr. Miles is also the proprietor and editor of the Montreal Pharmaceutical Journal.

He was elected a member of the Legislative Assembly and was appointed to membership in the upper chamber, the Legislative Council.

The trade learned with regret of the death on July 13 of Mrs. J. R. H. Grier. Mrs. Grier was known to the older members of the trade, as the widow of J. R. H. Grier, former secretary-treasurer of Lyman. Knox Co., Ltd., who died some years ago. One son and four daughters survive, H. L. Grier, Mrs. J. M. Rosevear, Mrs. D. Norman Weir, Miss Tarrie Grier and Miss Flossie Grier, all of Montreal.

One of the most popular hunting grounds of the guntoting thing in need of working capital in recent years, has come to be the retail drug store. Possibly the example set by Wilfrid Gagnon, retailer of drugs, perfumes, toilet preparations, etc., Villeray and St. Hubert streets, Montreal, (Continued on Next Page)

Toronto

TORONTO, August 15.—The economist of the Royal Bank of Canada, in his monthly statement for August forecasts the total building program for Canada this year to be \$100,000,000 larger than in 1927. He also states that exceptionally favorable weather conditions for the crops in the early summer presages a wheat harvest this year of record-breaking figures.

The latest letter from the Alexander Hamilton Institute also gives a satisfactory analysis of Canadian business conditions. Trade conditions in the Dominion, it says, are well sustained and the situation prevailing insures good buying. National production and wealth have increased about 19 per cent, in the last three years. The total value of goods and services that will be produced in Canada this year is set down at \$6,100,000,000 as compared with \$5.-115,000,000 in 1925.

The Dominion Bureau of Statistics index for wholesale prices last month show a decline of 2.7 points, being 150.2 as compared with 152.9 the preceding month. Lower priced food stuffs are the principal reason for this reduction in the price index.

Secretary Douglas of the Retail Merchants' Association of Canada at its recent annual convention held in Toronto, made the statement that the mail order business throughout the continent was slipping badly, principally because of the building up of good roads and the multiplication of automobiles.

The "Better Business Bureau" movement, prominent throughout the United States, has invaded Canada, and a branch organization has been formed in Toronto, with C. L. Burton, president of the Board of Trade, as chief executive.

. . . .

The International Chemical Co., Chicago, has entered the Canadian market with some shaving preparation. Kelly-Pringle, Ltd., Toronto, has been appointed sales agent for the Dominion.

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Lehn & Fink (Canada) Ltd., Toronto, on August 1 issued a new and revised price list on their goods made in Canada.

Dr. F. H. Mewburn and J. D. Higinbotham, druggist of Lethbridge, Alta., left on July 17 for the "land of the midnight sun." They started out for Fort McMurray, taking boat there to Fort Fitzgerald, 292 miles; here a portage of 16 miles will be made and they will board a Hudson



Hon. HENRY MILES

Bay boat to Great Slave Lake, thence via Hay River to Fort Providence at the source of the Mackenzie, thence down the Mackenzie to Aklavik. It is possible that there they may mush on, as they say it in the north, to Herschel Island, the last Mounted Police outpost in that part of the Arctic. Altogether they will travel about 1,200 miles north of Edmonton.

At the annual meeting of the Manitoba Pharmaceutical Association, held in Marlborough Hotel, Winnipeg, last month, the following were elected as members of the council of the association: -A. L. Brooking, Winnipeg; H. D. Campbell, Winnipeg; F. H. Gibbs, Selkirk; B. R. Mc-Naught, Hamiota; W. D. G. Runions, Winnipeg; C. N. R. Still, Neepawa; W. Westaway, Miami. At a subsequent meeting of the council of the association, A. I. Brooking was elected as president. H. D. Campbell as vice-president, and W. D. Macdougall as registrar-treasurer.

J. J. Speight, director of Lyman's, Toronto, died during the month.

Cunningham & Lander, manufacturers' agents, Toronto, have moved to new offices in the L. D. Caulk Builidng, on Jahn street.

The Georgia Pharmacy at Vancouver, B. C., reports big business in perfumes and cosmetics, due to extensive advertising and displays.

John R. Kennedy, manager of the toilet goods department and perfumer for the United Drug Co. Limited of Toronto, has been confined to his bed almost steadily since early in May. At the present writing we hear that he is expected to be up and around in the near future. His physician has declared that it is quite possible for him to be at his desk some time in September.

Montreal Notes.

(Continued from Preceeding Page)

may serve as a mild deterrent for some time. Two hold-up men entered his store on July 27, but the retailer beat them to the draw, and shot them both. One escaped despite his wound, but the other died in hospital and the jury returned a verdict of "justifiable homicide."

Couvigny Brush Co., Ltd., incorporated under Federal charter in Montreal early in August with \$20,000 capitalization, is shown as primarily destined to deal in toilet, manicure and so forth apparatus, but the charter also indicates that it intends to deal in perfumes, soaps, toilet preparations,

Monedo, Ltd., is the name of a new manufacturing and wholesale concern in the perfume and toilet goods business which has just been incorporated in Montreal under Federal charter. The articles of association show that the company proposes to manufacture and deal in chemicals, perfumes, soaps, cosmetics, etc. It is capitalized at \$10,000.

A new retail organization is announced among the newly issued Federal charters, in Terminal Barber Shops and Terminal Beauty Shops, Ltd., which is empowered by charter to operate hairdressing and beauty stores, and to trade in perfumes, cosmetics, and toilet requisites.

CANADIAN PATENTS AND TRADE-MARKS

The increasing international trade relations between the United States and Canada emphasize the importance of proper patents and trade-marks protection in both of these countries in order that the expansion of business may not For the information of our readers, we are maintaining

a department devoted to patents and trade-marks in Canada relating to the industries represented by our publication.

report is complied from the official records in the Canadian Patent Office.

All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to PATENT AND TRADE-MARK DEPARTMENT

Perfumer Publishing Co., 81 Fulton St., New York City,

TRADE-MARKS REGISTERED

"Watkins", general. J. R. Watkins Co., Winona, Minn. "Petite-Oboy." Rouge or powder. Florence N. Lewis, New York.

Representations of doves, a flower and a monogram com-posed of the letters: "R H R" all together with additional fanciful features. Perfumery, pharmaceutical preparations, toilet preparations, cosmetic preparations for the teeth, skin and hair. Richard Hudnut, Limited, Toronto, Ont. "R. R. Rogier." Preparation for falling hair. Phillippe

Napoleon Boudreault, Montreal, Que. Representation of a girl in colonial attire, and device, including a border of flowers simulating lilies of the valley. Toilet requisites, Helene Terpinitz, trading as Maison

Toilet requisites, Helene Terpinitz, trading as Maison Blanche Toilet Co., Buffalo, N. Y.
Device of mottled gold on a blue background. Toilet requisites. Helene Terpinitz, trading as Maison Blanche Toilet Co., Buffalo, N. Y.
"Toujours", "Fidele" and "Dandy." Perfumery, soaps and hygienic products. Compagnie Francaise des Parfums D'Orsay, Chateau des Bouvets a Puteaux, (Seine) France.
"Pond's Cleansing Tissues for Removing Cold Cream" om an octagonal-shaped background. Tissue paper for removing cold cream. Pond's Extract Co., New York, N. Y.
"Pheno-Zinc C & C." Toilet preparations. Casgrain & Charboneau Limitee, Montreal, Oue.

Charboneau Limitee, Montreal, Que.

"Steamo" arranged upon the representation of tiling. Polishing and cleaning preparations of all kinds. Reckitts (Oversea) Limited, Montreal, Que. Circle, with the words: "Gold Arrow Pharmacy," inserted

therein. Soaps, perfumes and toilet articles. Mail Printing Co., Toronto, Ont.

Co., Toronto, Ont.
"Pond's Skin Freshener and Tonic" and also "Pond's Extract Company,' associated with a device generally triangu lar. Skin freshener and tonic. Ponds Extract Co., New York City.

PATENTS GRANTED

281,454.—Soap Powder. The Industrial Spray-Drying Corporation, assignee of Robert Lowry Holliday, both of New

York City, N. Y. 281,518.—Tube-Cap. Mark Wellings Hawksford and George Frederick Hawskford, co-inventors, both of Sydney,

George Frederick Hawskford, co-inventors, both of Sydney, New South Wales, Australia. 281,668.—Single Use Tube. Johnson & Johnson, Ltd., Montreal, Que., Can., assignee of John E. Turner, New Brunswick, N. J. 281,775.—Powder Box. Jacques Schall, Paris, France. 281,874.—Dye Soap. J. Wolf Kritchevsky and Harold Prutsman, co-inventors, both of Chicago, Ill. 281,878.—Facial Composition. Mauro Bucci, assignee of Alfred T. Bratton, assignee of the aforesaid, Mauro Bucci, both of Philadelphia, Pa. 281,881.—Soap Manufacture. Arthur Edward Hatfield,

281,881.—Soap Manufacture. Arthur Edward Hatfield, Leytonstone, County of Essex, and Eustace Alexander Alli-ott, Chesham Bois, County of Bucks, all in England.

ott, Chesham Bois, County of Bucks, all in England. 281,899.—Aromatizing and Deodorizing Devices. George Seymour Higginson, London, W. C. 2, England. 282,112.—Soap Manufacture. Adolf Welter, Krefeld-

Rheinhafen, Germany. 282,121.—Soap Stabilization. Armour & Co., assignee of Jesse R. Powell, both of Chicago, Ill.

Patent and Trade Mark Department

Conducted by Howard S. Neiman

THIS department is conducted under the general supervision of Howard S. Neiman, consulting editor on patents and trade-marks. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Wasington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes Scape Flavoring Enterior Enter tial oil industry, viz.: Perfumes, Soaps, Flavoring Extracts and Toilet Preparations.

of the trade-marks listed those whose numbers are pre-eded by the letter "M" have been granted registrations under the Act of March 19, 1920. The remainder are those applied for under act of February 20, 1905, and which have been passed to publication.

Inventions patented are designated by the letter "D." All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPARTMENT Perfumer Publishing Co., 81 Fulton St., New York City.

Note-Dates given in Trade-Mark Registrations are those from which use of the mark is claimed.

TRADE MARK REGISTRATIONS APPLIED FOR (Act of Feb. 20, 1905)

These Registrations are not Subject to Opposition

232,108—232,110.—Wilfred Laboratories, Inc., New York, N. Y. (Oct. 15, 1921.)—Toilet preparations. 241,656.—William S. Drum, doing business as W. S. Drum Co., Delhi, N. Y. (May 15, 1926.)—Antiseptic preparation for treatment of the hair and face. 242,956.—Lockwood Brackett Co., Waltham, Mass. (Feb. 1, 1926.)—Soaps and shampoo-soap solutions. 252,291—Helena Rubinstein, Inc., New York, N. Y. (June. 1904.)—Face creams.

(June, 1904.)—Face creams. 254,343.—C. W. Beggs, Sons & Co., Chicago, Ill. (Feb.

1, 1926.)—Cosmetics. 254,907.—The Frank Tea & Spice Co., Cincinnati, Ohio.

234,90%.—The Frank Lea & Spice Co., Chadhadi, Chio. (1908.)—Food-flavoring extracts.
255,132.—The Procter & Gamble Co., Cincinnati, Ohio. (Apr. 1, 1883.)—Washing powder.
255,357.—Societe Anonyme Etablissements Mulvidson, Paris, France. (Apr. 18, 1927.)—Lixivial Liquids and powding stablings scoke and linguis.

eers for washing stockings, socks, and lingerie.

256,058.—Societe Parisienne des Produits de Beaute Ganna Walska, Paris, France. (June 1, 1927.)—Perfumes, esu de cologne, toilet waters, toilet lotions, face powders,

256,748.-Kleo Stalus, Woodside, N. Y. (July 1, 1926.)-

256,803.—Amera Chemical Co., Minneapolis, Minn. (June

30, 1927.)—Tooth paste for children.

256,869.—William P. Harris, doing business as Harris

Drug Co., Athens, Ga. (May 1, 1927.)—Facial and skin

creams, hair dressing preparations, healing ointment, tooth paste, and deodorant.

paste, and deodorant.

257,166.—Lucien Lelong, Paris, France, assignor to Lucien Lelong, Inc., New York, N. Y., a corporation of New York. (Dec. 1924.)—Toilet and bath soaps and shaving soap.

257,532.—E. Daltroff & Cie, doing business as Parfumeric Caron, Paris, France, assignor to Caron Corporation, New York, N. Y., a Corporation of New York, (July 1, 1927.)—Pastes and powders for heautiving and preserving the teeth Pastes and powders for beautiying and preserving the teeth,

skin, and hair, and perfumery.

257,948.—Joseph Willicombe, doing business as Voila, Inc., New York, N. Y. (Nov. 1, 1927.)—Liquid beautifier.

259,646.—Clabe Russell, Fort Worth, Tex. (Nov. 14, 1927.)—Preparation for dandruff, falling hair, and dry stale.

259,807.—Karlin Laboratories, Inc., New York, N. Y. (Jan. 5, 1927.)—Toilet preparations.

260,180.--Kotobukiya Co., Limited, Osaka-Shi, Japan. (Nov. 1925.)-Tooth powders, tooth pastes, tooth washes, and other dentifrices.

260,919.—Snelson & Sons, Atlanta, Ga. (July 14, 1927.)— Skin lotion.

261,581.—Leo W. Mauck, doing business as Multicreme Co., Lyons, Kans. (Nov. 5, 1927.)—Cold cream, ointment, tooth paste, gum massage, and body deodorant. 261,970.—Marie Earle, Inc., New York, N. Y. (1916.)—

Toilet preparations.

262,466.—Victor F. Kring, doing business as Dr. Morrison's Medical Research Laboratories, Fort Wayne, Ind. (Jan. 1, 1926.)—Cream hand lotion, glycerine, bay rum, and rose water.

262,768.—The Palmolive-Peet Co., Chicago, Ill. (Jan.

1922.)—Talcum powder. 263,344—263,345.—Petroleum Derivatives Co., Montelair, N. J. (Mar. 8, 1928.)—Toilet lotion and cleanser for the

263,846.—George H. Weyer, St. Joseph, Mo. (Dec. 17,

1927).—Hair tonic. 263,878.—Philip Marochini, Chicago, Ill. (Feb. 28, 1925.) —Washing fluid used for laundering purposes. 264,193—264,194—264,195.—Pinaud Incorporated, New

ork, N. V. (1886.)—Hair tonic. 264,221—Charles A. Bucher, Pittsburgh, Pa. (Feb. 16,

1928.)—Face powders and rouges.
264,430.—Thomas W. Hicks, doing business as Breath of New Mown Hay Co., Minneapolis, Minn. (Mar. 18, 1928.)—Deodorants, revitalizers, Liquid sprays to be used to freshen and perfume the air.

264,510.—Federal Distributors, Inc., doing business as the Lucky Girl. Company, Portland, Oreg. (Sept. 1, 1927.)—

Cocoanut shampoo, perfume, toilet water, varnishing cream, cleansing cream, bath crystals, etc. 264,511.—Federal Distributors, Inc., Portland, Oreg. (Sept. 1, 1927.)—Powdered soap, mechanic's soap, toilet soap, and metal polish and auto top dressing and shaving

264,683.—Theodore Hoffman, New York, N. Y. (Jan. 1,

264,683.—Theodore Hollman, Ivew Lors, A. 1927.)—Toilet preparations.
264,715.—Coty, Inc., Wilmington, Del. and New York, N. Y. (June, 1927.)—Lip rouge and lip sticks.
264,723.—Johann Maria Farina, Inc., New York, N. Y. (Apr. 15, 1927.)—Eau de cologne.
264,748.—Beauty Research Laboratories, Inc., Chicago, Ill. (Feb. 10, 1928.)—Skin salve preparations including facial creams.

fil. (Feb. 12), facial creams. 264,847.—The Schettler Drug Co., Detroit, Mich. (Mar. 1, 1928.)—Perfumes, toilet waters, talcum, face powder, bath dusting power, and sachet.

Paris France. (Dec. 22, 1927.) bath dusting power, and sachet. 264,960.—Marcel Blume, Paris, France. (Dec. 22, 1927.)

—Rouge, lip sticks, face powder, and beauty cream. 264,996.—Aaron Mast, doing business as Steinway Perfumery Shop, Long Island City, N. Y. (Apr. 2, 1928.)—

Toilet preparations. 265,009—265,010.—Peoples Drug Stores, Inc., doing business as Moret Parfumeur, Washington, D. C. (Mar. 31, 1927.)—Toilet preparations.

265,131.—Pierre Roos, doing business as Pierre, New York, N. Y. and Paris, France. (1904.)—Toilet prepara-

265,155.—Griggs, Cooper & Co., St. Paul, Minn. (1877.)-Food flavoring extracts.

265,160.—The Lustrite Corporation, New York, N. Y. (Mar. 28, 1928.)-Finger-nail dressings.

265,176.—United Grape Products, Inc., Buffao, N. Y. (Aug. 1, 1910.)—Grape syrup for flavoring beverages and

100ds, 265,250.—265,251.—C. W. Beggs, Sons & Co., Chicago, Ill. (Apr. 1926.)—Cosmetics. 265,317.—Charles H. Briggs, doing business as Charles H. Briggs & Co., Chicago., Ill. (Mar. 7, 1928.)—Antiseptic

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Di-miska 267.885

DEW 268,152

ORIS-ROOT



























PEDODYNE 267,894 SULPHUR VANBEENOL BATH VANBEENOL 266,779 267,349

HEXAMO



cleaner for cleaning the hands, floors, wash

chemical cleaner for cleaning the names, moors, wash rooms, toilets, sinks, ice boxes, stoves, and metals.

265,374.—Adolph Fogel, doing business as Wave-Bak Co., Milwaukee, Wis. (Mar. 1, 1928.)—Liquid hair wash.

265,597.—John Wilhelm, doing business as Wav-Life Laboratories, Chicago, Ill. (Mar. 20, 1928.)—Pharmaceutical preparation in liquid form for use as a wave retainer

and hair-dressing.

265,797.—A. J. Krank Mfg. Co., St. Paul, Minn. (Apr. 10, 1928.)—Lip stick.

265,810.—Saltine Co., Kansas City, Mo. (Apr. 15, 1927.—

265,866.-Warren Soap Manufacturing Co., Boston,

Mass. (Nov. 1, 1927.)—Dry-cleaning soap preparation. 266,149.—Benjamin A. Settel, doing business as Settel Coffee and Spice Co., Gary, Ind. (Mar. 7, 1928.)—Foodflavoring extracts. 266,279.—Societe

Anonyme Donge, Courbevoie, France.

266,279.—Societe Anonyme Donge, Courbevoie, France. (Dec. 13, 1927.)—Toilet preparations. 266,372.—Herpicide Co., Detroit, Mich. (Mar. 31, 1928.)—Preparation for the treatment for hair and scalp. 266,386.—Menotholatum Co., Wichita, Kans., and Bufalo, N. Y. (1919.)—Salve for external application in the treatment of inflammations and eruptions of the skin and processes are preparaging in the treatment of croup. sore mucous membrane and in the treatment of croup, sore throat, catarrh and like afflictions. ST, 1928

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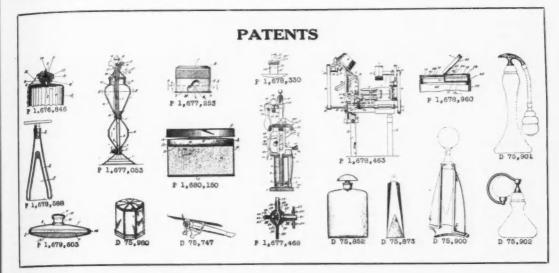
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266,434.—Vincent Monaco, doing business as Foam-Olio Co., Jersey City, N. J. (May 1, 1928.)—Shampoo. 266,500.—Edward Wesley & Co., Cincinnati, Ohio. (Nov. 20, 1922.)—Hair-combing liquid. 266,506.—American Drug & Chemical Co., Minneapolis, Minn. (May 27, 1925.)—Germicide, antiseptic, and deoderant nowler.

dorant powder.

266,573.—Andrew Jergens Co., Cincinnati, Ohio (May 1,

1928.) - Perfume.

266,603.—Pearl McIntosh, Topeka, Kans. (July 24, 1927.)—A preparation for permanent hair waving. 266,622.—I. Rokeach & Sons, Inc., Brooklyn, N. Y. (June,

266,622.—I. Rokeach & Sons, Inc., Brooklyn, N. Y. (June, 1912.)—Souring powder.
266,684.—Curtis S. Phillips, San Antonio, Tex. (Dec. 9, 1925.)—Preparation for the treatment of pyorrhea.
266,701.—B. T. Babbitt, Inc., New York, N. Y. (May 1, 1928.)—Cleansing powder for artificial teeth.
266,777—266,779.—Edwin Hill Anderson, New York, N.Y. (Apr. 18, 1928.)—Sulphur used for bathing purposes.
266,855.—Dox Co., San Francisco and Emeryville, Calif. (Apr. 25, 1928.)—Washing and cleaning compound.
266,990.—E. J. Hart & Co. Ltd., New Orleans, La. (Apr. 24, 1928.)—Ointment for local application for the treatment of chapped hands, sunburn, irritation, and slight abra-

ment of chapped hands, sunburn, irritation, and slight abrasions of the skin.

267,068.—Marie Earle, Inc., New York, N. Y. (Jan. 10, 1926.) - Toilet soaps.

267,074.—Odor-Nox Chemical Co., Chicago, Ill. (May 1,

1928.)—Foot deodorant. 267,215.—Ste Ame M. Naef & Cie., Geneva, Switzerland. (Oct. 1, 1927.) - Artificial and synthetical perfumes, essential oils

267,216.—Ste Ame M. Naef & Cie., Geneva, Switzerland. (Jan. 20, 1928.)—Artificial and synthetical perfumes, es-

267,241.—Colgate & Co., Jersey City, N. J. (May 18,

1928.)—Soap. 267,276.—Riverside Manufacturing Co., St. Louis, Mo.

(May 1, 1928.)—Neutral soap compounds. 267,349.—W. J. Bush & Co., Ltd., London, Eng. (July 16, 1927.)—Essences, flavorings. 267,369.—George L. Max, doing business as Maxine Products Co., Detroit, Mich. (Mar. 16, 1928.)—Toilet preparations

267,429.—Lactona Co., Chicago, Ill. (May 16, 1928.)— Tooth paste.

267,464.—Peter Santurello, doing business as Santurello Beauty Parlor, Columbus, Ohio (Jan. 1, 1928.)—Hairdressing preparation. 267,505.—Palmolive-Peet Co., Chicago, Ill. (July 1, 1923.)

267,574.—Israel O. Goldstein, doing business as Goldstein

Laboratories, Philadelphia, Pa. (Feb. 1, 1928.)-Hair

267,612.—Societe Anonyme Les Dentifrices Du Docteur Pierre, Nantere, France. (Jan. 1, 1926.)—Perfume and toilet preparations.

toilet preparations. 267,670.—Angelina Sacco, New Orleans, La. (May 26, 1928.)—Preparation for the treatment for skin diseases. 267,785.—Norwich Pharmacal Co., Norwich, N. Y. (1888.)—Toilet preparations and essential oils. 267,869.—Helen Sobel, doing business as Hart-So Mfg. Co., Oklahoma City, Okla. (Apr. 23, 1928.)—Face lotion. 267,885.—William Ross Chamberlin Ashby, Woldingham, England. (June 30, 1927.)—A toilet cream for human use. 267,894.—George J. Katz, doing business as Kay Laboratories, Chicago, Ill. (Jan. 1, 1920.)—Foot powder and a remedy for the treatment of corns, bunions, and callouses. 268,152.—Geo. C. V. Fesler Co., St. Louis, Mo. (Mar. 1, 1912.)—Deodorant. 1912.) - Deodorant.

TRADE-MARK REGISTRATIONS GRANTED (Act of Feb. 20, 1905)

These Registrations Are Not Subject to Opposition

M244,162.—John H. Lock Co., Inc., New York, N. Y. (Serial No. 242,900. Jan. 10, 1927.)—Food flavoring ex-

tracts,

M244,464.—Motor-Kleen Corporation, Long Island City,
N. Y. (Serial No. 246,427. Mar. 1, 1927.)—Fabric-cleaning
liquid composed of benzoin and carbon tetrachloride.

M244,475.—Finn Chemical Co., doing busines as A. J.
Gratton, Portland, Oreg. (Serial No. 267,117. Oct. 1925.)

—Flavoring extracts for foods.

M244,476.—Irving Selkow, doing business as Washington Barber Supply Co., New York, N. Y. (Serial No. 267,084. Jan. 15, 1923.)—Hair tonic.

M245,015—Finn Chemical Co., doing business as Finn
Extract Co., Portland, Oreg. (Serial No. 267,116. Jan.
1910.)—Flavoring extracts for foods.

PATENTS GRANTED

1,676. Dehydrating Alcohol and the the like. Warren K. Lewis, Newton, Mass., assignor to Standard Oil Development Co., a Corporation of Delaware. Filed Aug. 16, 1922. Serial No. 582,136. 6 Claims. (Cl. 195—15.)

Process of concentrating anueous solutions of ethyl alcohol, comprising fractionally distilling an aqueous solution containing less than 95.6% alcohol under an absolute pressure corresponding to not more than six inches of mercury, taking off a distillate containing more than 95.6%

alcohol, fractionally distilling such distillate under a pressure of at least 100 pounds per square inch, so as to leave a substantially anhydrous residue and obtain a distillate containing less than 95.6% alcohol.

1,676,846. Closure for Containers. Charles S. Watson, Toronto, Ontario, Canada. Filed Apr. 3, 1923. Serial No. 629,731. 8 Claims. (Cl. 221—60.)

1. The combination with a container comprising a collapsible body portion and a rigid neck portion formed with an aperture and a valve seat, of a cap for the container adapted to be detachably secured to the neck, a closure valve for the aperture in the neck disposed between the cap and the seat, and a connection extending from the valve through an aperture in the cap and attached to the outside of the container adapted to secure the cap and the valve against loss from the container and to permit of free rotational movement between the valve and the cap.

1,677,044. Washing Compound. Thomas Moss, Long Beach, Calif. Filed May 9, 1922. Serial No. 559.595. Claim. (Cl. 87—5.)

A cleaning mixture consisting of: soap and sodium thiosulphate in substantially equal parts.

1,677,053. Atomizer. Arthur J. Shaukis, Haverhill, Mass. Filed Apr. 3, 1926. Serial No. 99,648. 2 Claims. (Cl. 299—88.)

1. An atomizer comprising a base, a tube connecting therewith, a collapsible member supported by the tube and through which the tube passes, a valve at the lower end of the tube, said tube having openings therein for connecting its interior with the interior of the collapsible member, a liquid container, a tube therein having a lower extension extending into the upper end of the first tube, a removable head for the container, a nozzle carried thereby, means for connecting the nozzle with the tube in the container and means for connecting the nozzle with the lower part of the container.

1,677,246. Hair-Waving Solution. Frank J. McKenna, New York, N. Y., assignor to Chemical Preparations, Inc., New York, N. Y., a Corporation of New York, Filed Mar. 26, 1928. Serial No. 264,961. 3 Claims. (Cl. 132—36.2.)

 As a new product of manufacture, a solution for the curling or permanent waving of hair containing four parts hydrazine hydroxide NH₂NH₂OH by weight and ninety-six part water by weight.

1,677,253. Friction Cap for Bottles and Jars. Edgar Scofield, New York, N. Y., assignor to Anchor Cap and Closure Corporation, Long Island City, N. Y., a Corporation of New York. Filed Jan. 28, 1926. Serial No. 84,276. 9 Claims. (Cl. 215—38.)

1. A closure cap of the friction type comprising a cover portion, a substantially cylindrical skirt depending therefrom, and locking lugs in the skirt of said cap, said lugs having end portions having a substantially circumferential direction and an intermediate inclined portion joining said end portions.

1,677,468. Perfume-Vending Machine. Samuel M. Coffman, Kansas City, Mo., assignor, by mesne assignments, to Old World Parfum Co., Kansas City, Mo., a Corporation of Missouri. Filed Nov. 9, 1925. Serial No. 67,943. 8 Claims. (Cl. 299—96.)

1. In a machine of the character described, a valve casing having an upright port, an inverted air-tight liquid-container, clamped on the casing in communication with said port, the casing also having an air-supply port disposed angularly with respect to, the liquid-supply port and a discharge port, a rotatable valve mounted in the casing and provided with a pair of independent diametric ports angularly-disposed relatively to each other for alternately establishing communication with the liquid-supply port and between the air-supply port and discharge port, means for rotating the valve to effect the adjustments mentioned and means for supplying air under pressure to the air-supply port after each rotary adjustment of the valve to effect the discharge in atomized condition, of the liquid contained in the valve port, at such time, in communication with the discharge port.

1,678,150. Production of Glycerine by Fermentation, James W. Lawrie, Wilmington, Del., assignor to E. I. du Pont de Nemours & Co., Wilmington, Del., a Corporation of Delaware. Filed July 27, 1922. Serial No. 577,992. 14 Claims. (Cl. 195—20.)

1. The process of producing alcohol and glycerol which comprises fermenting a molasses mash with a yeast, and adding, during said fermentation, a mixture of substantially the same composition as the incinerated ash of a fermented molasses mash.

1,678,330. Container and Process of Producing the Same, Robert G. Clyne, St. Louis, Mo. Filed May 24, 1926. Serial No. 111,303. 2 Claims. (Cl. 18—59.)

2. The process of producing a closed-end container, which consists in providing a tubular body the wall of which at an end thereof is soft and plastic, then seating a plastic flanged end-closure within the body at the plastic end thereof, then by spinning, inturning, and clinching the plastic body end-portion over and upon and into interlocking engagement with the flange of the closure, then seating a second plastic closure upon the first closure and in peripheral engagement with the inturned end of the body, then compressing and compacting said closures and the body end-portion substantially integrally together.

1,678,381. Production of Commercial Borax from Na₂O.2B₂O₄H₂O. Thomas M. Cramer, Long Beach, Calif., assignor to Pacific Coast Borax Company, a Corporation of Nevada. Filed Jan. 12, 1927. Serial No. 160,778. 5 Claims. (Cl. 23—41.)

1. In the production of commercial borax from a naturaloccurring sodium borate which resists solution, a method which includes: subjecting said mineral to a temperature sufficient to render the mineral less resistant to solution in water, dissolving the same in a watery medium; and crystallizing a commercial borax from the resultant solution.

1,678,416. Manufacture of Methyl Eugenol. William Guy Andrewartha, Sydney, New South Wales, Australia. Filed Oct. 20, 1927, Serial No. 227,627, and in Australia Dec. 29, 1926. 2 Claims. (Cl 260—150.)

1. The herein described manufacture of methyl-eugenol, which consists in subjecting the mill waste and toppings of Huon pine timber to the action of steam under pressure in a closed vessel for a period within about two hours educting and condensing the vapor, and separating water in the condensate from the product.

1,678,463. Cap-Applying Means for Tube-Working Machines. Walter T. Davis, Wheeling, W. Va., assignor to Wheeling Stamping Company, Wheeling, W. Va., a Corporation of West Virginia, Filed Apr. 20, 1923. Serial No. 633,444. 15 Claims. (Cl. 29—38.)

 In a collapsible tube-working machine, cap-delivery means and means for receiving a cap by gravity directly from said delivery means and frictionally holding the same by engagement with its periphery only and applying the same to the threaded neck of a tube, substantially as described.

15. A cap applying means for collapsible tubes including a tube supporting member, a chuck member, said chuck comprising a supporting block having sliding jaws thereon, said jaws having cap gripping surfaces and cap feed control ingers, a cap delivery chute terminating at the chuck, said fingers being reciprocable across the end of the chute, one of said members being movable toward and away from the other, and means operable upon the movement of the movable member away from the other for opening the jaws of the chuck, and other means for closing the chuck.

1,678,588. Bottle Utilizable as a Vase by Turning It Over. Francis De Gerson, born Raesfeld Jeanne Berthier, Paris, France. Filed July 20, 1926, Serial No. 123,772, and in France Oct. 24, 1925. 2 Claims. (Cl. 215—1.)

1. In combination, a bottle having a reduced neck portion, a concave bottom and sides disposed closely to the bottom of the bottle, a stopper for the bottle mouth, and an enlarged head carried by the stopper of a diameter approximating the largest portion of the bottle whereby to support the later in an inverted position.

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to the and an approxsupport 1,678,648. Edible-Dye Composition. Harry H. Replogle, Upper Montclair, N. J., assignor of one-half to John Young, Caldwell, N. J. Filed Jan. 8, 1923. Serial No. 611,514. 3 Claims. (Cl. 8—6.)

3. A method for coloring a food product which compositions are compositions of the coloring and product with a coloring accomposition.

3. A method for coloring a food product which comprises admixing said food product with a coloring composition consisting of an edible organic coloring material dissolved in ethylene glycol.

1,678,960. Container. Frederick A. Schwannecke, New Rochelle, N. Y. Filed Apr. 28, 1927. Serial No. 187,130, 5 Claims. (Cl. 132–83.)

2. In a device of the character described, in combination, a receptacle, a cover for the receptacle having an opening therein, means for closing said opening, a plurality of hinged lids closable over said cover, an exterior recess in one side of the receptacle capable of holding a powder-puff and a hinged door carried by the receptacle capable of closure over sair recess.

1,679,603. Combined Receptacle and Buffer. Francis Jonathan Clemenger, New York, N. Y. Filed Mar. 9, 1926. Serial No. 93,483. 8 Claims. (Cl. 132—78.)

1. A combined receptacle and buffer adapted to facilitate the application of polish to finger-nails comprising a body in the recent claim.

1. A combined receptacle and buffer adapted to facilitate the application of polish to finger-nails comprising a body forming the receptacle and carrying the buffing material, the body portion having perforations above the buffing material through which the polish can be sifted and a cover for the perforations.

1,680,150. Powder Box. Clen S. Humphrey, Brooklyn, N. Y. Filed June 15, 1926. Serial No. 116,180. 2 Claims. (Cl. 132—82.)

1. A combined receptacle and buffer adapted to facilitate the application of polish to finger-nails comprising a body forming the receptacle and carrying the bufflag material, the body portion having perforations above the bufflag material through which the polish can be sifted and a cover for the perforations.

1,680,150. Powder Box. Clen S. Humphrey, Brooklyn, N. Y. Filed June 15, 1926. Serial No. 116,180. 2 Claims. (Cl. 132—82.)

1. A powder box, including a body having an open upper end, a friction cover therefor adapted to telescopically fit over said upper end, a tray adapted to frictionally and telescopically fit within said upper open end, said tray having sifter openings, and an applicator puff adapted to be arranged within the tray and of a sufficient size to fill said tray, whereby when the friction cover is applied the face of the puff covers and closes the sifter openings.

DESIGNS PATENTED

75,747. Perfume Bottle or Similar Container. John Popper, Montreal, Quebec, Canada. Filed Jan. 21, 1928. Serial No. 24,977. Term of patent 7 years.

75,852. Bottle. Lucien Lelong, Paris, France, assignor to Lucien Lelong, Inc., New York, N. Y. Filed Apr. 12, 1928. Serial No. 26,303. Term of patent 7 years.

75,873. Bottle or Similar Article. Louis W. Rice, New York, N. Y., assignor to Bernard Rice's Sons, Inc., New York, N. Y. Filed May 18, 1928. Serial No. 26,751. Term of patent 7 years.

75,900. Atomizer Support. Thomas A. De Vilbiss, Toledo, Ohio, assignor to De Vilbiss Co., Toledo, Ohio. Filed Apr. 7, 1928. Serial No. 26,184. Term of patent 7 years.

75,901. Atomizer Top. Thomas A. De Vilbiss, Toledo, Ohio, assignor to De Vilbiss Co., Toledo, Ohio, Filed Apr. 7, 1928. Serial No. 26,187. Term of patent 7 years.

75,902. Atomizer Top. Thomas A. De Vilbiss, Toledo, Ohio, assignor to De Vilbiss Co., Toledo, Ohio. Filed Apr. 7, 1928. Serial No. 26,188. Term of patent 7 years.

75,980. Bottle Container or Similar Article. Charles Leonard Pfeiffer, Bayside, N. Y., assignor to Richard Hudnut, New York, N. Y. Filed Feb. 21, 1928. Serial No. 25,529. Term of patent 14 years.

Exports of Talcum and Toilet Powders

The value of exports of talcum and toilet powders from the United States to all countries dropped \$105,000 during 1927, but were \$223,000 more than shipments in 1922. The largest decrease was noted in shipments to British South Africa, which fell off approximately 75 per cent. Other decreases were noted in shipments to Denmark, Canada, Cuba, Peru and British India, in 1927, as compared with 1926, but each of these countries took considerably more than in 1922. The United Kingdom continues to be the principal consumer of over 20 per cent of these products. Exports of talcum and toilet powders to Germany and the Philippine Islands show substantial gains.

The following table reveals the seventeen best markets for American talcum and toilet powders:

Talcum and Toilet Powders	1922	1923	1924
Denmark	\$2,000	\$5,000	\$13,000
Germany United Kingdom Canada Panama Jamaica Cuba Argentina Colombia Peru British India Ceylon China Japan Philippine Islands Australia British South Africa	212,000 97,000 18,000 12,000 48,000 24,000 5,000 14,000 60,000 248,000 14,000 14,000 14,000 14,000	353,000 115,000 23,000 25,000 125,000 13,000 63,000 7,000 33,000 61,000 308,000 113,000 75,000	407,000 176,000 21,000 23,000 123,000 40,000 20,000 23,000 6,000 23,000 242,000 242,000 98,000
Total	\$1,398,000	\$1,672,000	\$1,688,000
Talcum and			
Toilet Powders	1925	1926	1927
Denmark Germany United Kingdom Canada Panama Jamaica Cuba Argentina Colombia Peru British India Ceylon China Japan	\$21,000 1,000 454,000 157,000 28,000 28,000 44,000 27,000 18,000 54,000 54,000 38,000 25,000 235,000 137,000	\$24,000 28,000 321,000 148,000 29,000 57,000 29,000 25,000 53,000 30,000 30,000 33,000 182,000 155,000 103,000	\$16,000 39,000 326,000 128,000 27,000 28,000 28,000 28,000 20,000 24,000 24,000 21,000 21,000 21,000 21,000 21,000 29,000
Total	\$1,882,000	\$1,727,000	\$1,621,000

Sweden as a Market for Dental Supplies

Although Sweden has a population of only a little over 6,000,000 people, it has a great purchasing power and a high standard of living, and offers a good market for American dental products, says Consul General J. B. Osborne, Stockholm, Sweden. The dentists in Stockholm have a central buying organization, Dentalaktiebolaget, 9 Adolf Fredriks Kyrkogata, Stockholm, which imports dental supplies from the United States.

In corresponding with Swedish firms it is well to remember that form letters rarely receive careful attention. Swedish business men prefer brief typewritten letters signed by the foreign correspondent, and while Swedish is the language of the country most business firms can correspond in English.

If American exporters are to compete in the Swedish market against European manufacturers, the extension of reasonable credit terms, providing in appropriate cases an opportunity to inspect the goods, is quite necessary.

Grasse Report for August

From Our Own Correspondent

RASSE, August 7.—Considerable activity in the collection and distillation of aromatic plants and flowers has been the rule since our last report. Crops of orange products and of rose are very short and prices are expected to be higher. Lavender promises fairly well. Jasmin gathering has started with prospects of a good crop and possibly lower prices.

Orange

The quantities of neroli which are still on the market are insignificant. On account of the fact that very little was distilled during the month of May, the small quantities which were manufactured were quickly disposed of and it is certain that the situation will become difficult before the next crop comes in. This article will be very scarce before the end of the year.

The demand is not important as far as the petitgrain bigaradier oil is concerned, which is also very scarce and very high in price, because during the present year only a very small quantity was distilled.

Rose

The rose crop having been deficient, the products are in great demand and there are no large stocks. We shall surely experience within a few months a shortage of rose products. Prices have already increased and the demand is very active. Present prices are very advantageous because the flowers were paid for at the lowest possible prices, below which cultivation is no longer possible.

Jasmin

The gathering of jasmin has started, but the producers are very dissatisfied with the present price, which is 3 francs below that of last year.

The expense of gathering has not dropped in the same proportion. Therefore this cultivation is no longer profitable and many farmers, who, in normal times, would have made new plantations of jasmin, are giving it up, preferring to cultivate early fruits or simply grapevines as the prices of these are more profitable than those of jasmin at the present price level.

The situation in jasmin is not the same as that of the two products referred to in the foregoing paragraphs. There will surely be a good crop because the weather is very hot, and prices will probably be interesting this year.

There is also some stock left from last year and the quantity still on hand together with the quantities which will be manufactured will make up a supply which will be more than sufficient to last until the next crop comes in.

Tuberose

The harvest will be started within a few weeks, but it will not be large on account of the fact that this cultivation has been partially abandoned during the last few years.

In our next report we shall give more detailed information.

Lavender

In some regions distillation was started about 15 days ago. On account of the great drought throughout the southern

part of France, the plants which have not been cultivated have been burned by the sun so that the yield of oil will be satisfactory, because the plants are light, but on the other hand, the plants which have suffered from the dryness are small and short. There will be a good yield, but there will not be large quantities of herbs.

Labor still makes great demands. The people who have to cut the plants in the mountainous regions at temperatures of 104 to 110 degrees Fahrenheit in the sun are unwilling to work unless they receive good wages.

Nothing can be stated as yet with regard to the prices which will be quoted because no oil of the new crop has been offered. However, it is doubtful whether prices will be lower than those of last year. No large crop is expected and as hardly anything is left of the last distillation, the stocks at the end of the season will not be very large.

Peppermint

An increase in prices is noted since it was learned that on account of the great heat the crop will not be very large, the more so as on account of the poor market of last year, but little was planted last Spring. An increase in the prices of peppermint oils of France and Italy is to be expected.

Geranium

An incr ase is also to be expected in the prices of geranium oil. As Algiers has suffered from the drought, it has only little stock from the first cutting and it is not expected that the second cutting will yield very much.

Aspic

Stocks of aspic are totally exhausted. The price of this oil will be maintained very firm because labor for cutting the plants is very high. This plant is more accessible than lavender because it grows at lower altitudes and more level countries than lavender so that children can be used for the gathering, but it is nevertheless true that fuel and other general expenses are as high as in connection with lavender, which makes the cost price rather high.

Rosemary

Stocks are very small. No drop in prices can be expected.

Thyme

The distillation is very small; there are hardly any stocks and the prices will probably be maintained throughout the

Consular Report on Bulgarian Rose Oil

This year's production of rose oil in Bulgaria will be at least 40 per cent under the previous estimate of 304,000 mouscals (small bottles of 0.17635 ounce each), according to a report received in the Department of Commerce from Vice-Consul S. Green, at Sofia. The principal reason given for this decrease was the continued cold and damp weather last Spring which delayed the rose flower harvest until the beginning of June. It is further reported that the decline in the yield of flowers is partly compensated for by the finer purity of otto produced.



Essential Oils

There has not been as great an increase in the demand for essential oils as many had anticipated. Inquiry has been fair, but the majority of consumers are still operating in a hand-to-mouth manner. Periods of hot weather have tended to have a stimulating effect upon business, but the improved buying movement has failed to last for any length of time. A good feeling prevails throughout the trade however. Prices on some items are believed to be close to the bottom while in other oils there has been a definite rise in values.

Citrus oils have been very unsettled. The unusually high level of prices prevailing on orange during the early part of the year is believed to have had a stimulating effect upon the consumption of lemon. The production of the latter oil which had originally been expected to be heavy turned out to be considerably below normal, and consequently prices both here and abroad have been gradually advancing. Only a small percentage of the summer crop of lemons is being pressed, and, as a result, stocks here and abroad are very small. Demand for orange has been rather quiet. The unusually high level of prices prevailing during the early part of the year has encouraged production in the West Indies and the new crop is expected to be a very favorable one. With this new crop movement in view, both dealers and consumers have been content to sit back and await developments. Bergamont failed to reflect the strength of the other citrus oils, and demand was limited to small quantities.

Clove continued a very firm feature in the spice oil group. Reports of the coming crop of the spice have not been very favorable and some factors look for continued high prices on the oil. Prices on coriander are believed to be fairly reasonable. Citronella showed a further decline though demand was a little more active.

Producers of peppermint oil have been getting fairly good prices for their oil in the country, and as long as this support continues, little in the way of any material break in prices is looked for. The undertone is easier, however, and the majority of consumers and dealers are now content to sit back and await further developments. Cedar wood has been meeting with a moderate demand, while cedar leaf registered a slight advance, reflecting the firmer condition of the market in the country, but later declined slightly.

Lime oils have settled at the higher level of prices recently established but any improvement in demand would immediately be reflected in prices owing to the small supply of oil available on spot.

China Awakens

China is already importing hot dogs, and probably soon will introduce chop suey.—Montague in the New York Herald-Tribune.

Synthetics and Aromatic Chemicals

Some of the manufacturers and importers have been reporting excellent business during the last few weeks, but the movement as a whole has not been as active as some reports would indicate. As in essential oils, consumers seem to have developed a hand-to-mouth policy of buying, but with the fall season close at hand, some factors believe that this movement will slowly give way to a considerably more active demand, with a keener desire to purchase ahead.

The cheaper and commoner products have been meeting with a fair interest, but there has been little activity in the higher priced materials. Articles used in the soap and kindred industries have been moving fairly well, but there is still some complaint heard in the trade regarding the market for fine products, such as are used for perfumery.

A reasonable volume of business is reported in artificial musks although the movement has not been sufficiently active to eliminate the unsettlement in prices entirely. A reasonably active call had developed for thymol, but most of the business has been confined to small quantities.

The possibility of higher prices for citronellol had resulted in a little more activity during the early part of July, but since then the movement has been gradually falling off. Geraniol is unchanged and the undertone is very unsettled, due to competition and also to a minor extent, to the weakness of the raw material. Salicylates have firmed up to some extent and holders of methyl salicylate are not as anxious to shade prices as they had been a month ago.

Demand for rhodinol is holding up fairly well, and prices are fairly well established, reflecting the well maintained costs of the raw material. Vanillin has declined sharply on poor demand. Less material is finding its way into the hands of resellers, and hence the makers appear to be in full control of the situation.

Vanilla Beans

An improved feeling developed in vanilla beans during the last month. Demand during May and early June was very unsatisfactory due to unfavorable weather conditions, but according to some sellers, considerable quantities have been shipped out during the last six weeks against old contracts.

In some quarters it is stated that shipments of Bourbon beans from January to July have been running from thirty to forty percent ahead of those in 1927 for the same period. Considerable quantities of inferior beans have been cleaned up, and consequently sellers have had less difficulty in getting more money for the finer quality beans. Stocks here are greater than those in Marseilles.

Mexican beans have been firmly maintained. The new crop is of very good quality, but it is not believed that the (Continued on Page 396)

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PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)

(See last page of Soap Section for Prices of Soap Materials)

ESSENTIAL (ILS		Hemlock	1.30@	1.35	Thyme, red 1.00@ 1.30
Almond Distance on the	\$2 2500	@2 35	Hops, oz	16.00@		White 1.10@ 1.50
Almond Bitter, per 1b		2.65	Horsemint	4.25@		Valerian 11.00@
S. P. A		3.65	Hyssop			Verbena 3.75@ 7.00
Sweet True	.85@	.90	Juniper Berries, rectified.	3.00@		Vetivert, Bourbon 6.75@ 7.75
Apricot, kernel	.52@	.60	Juniper Wood	.60@	.62	Java 10.00@ 25.00
Amber, crude	.40@	.45	Laurel	5.00@		East Indian 30.00@
rectified	.65@	.90	Lavender, English			1177 1 1000
Ambrette, oz	48.00@		U. S. P. "X"	3.85@	5.00	Wintergreen, Southern . 4.50@
Amyris balsamifera	2.75@	3.00	Condon	.50@	.55	D 1.C 0.500
Angelica Root	18.00@	21.00	Garden			Penn. and Conn 8.50@ 9.50
seed	35.00@	42.00	Lemon, Italian	4.95@	5.00	Wormseed 3.00@ 3.10
Anise, tech	.621/2(0)	.65	Calif	4.90@	5.00	Wormwood 15.50@
Lead free, U. S. P	.70@	.75	Lemongrass		1.30	Ylang-Ylang, Manila 26.00@ 32.00
Aspic (spike) spanish	1.15@		rectified			Bourbon 11.00@ 12.25
French	1.40@		Limes, distilled	7.10@	7.25	TERPENELESS OILS
	2 400		expressed	13.25@	14.00	TERFENELESS UILS
Bay, Porto Rico			Linaloe	2,70@		Bay 5.50@ 6.00
West Indies			Lovage	16.00@		Bergamot
Balsam Tolu(oz.)			Mace, distilled			Clove 3.00@
Balsam Peru			Mandarin			Geranium 8.50@
Basil	45.00@	605	Marjoram			Lavender 14.00@
Bergamot, 35-36 per cent.	6.00@	6.25	Melissa			T 22 Mag 2
Birch, sweet N. C		2.15	Mirbane			
Penn. and Conn		5.00	Mustard, genuine		12.00	Lime, Expressed 60.00@
Birchtar, crude	.14@		artificial		2.30	Orange, sweet200.00@
Birchtar, rectified	.65@	,90			2.00	bitter200.00@
Bois de Rose, Femelle	2.50@	3.00	Myrrh			Petitgrain 5.50@
Cade, U. S. P	.30@	.35	Myrtle		175.00	Rosemary 2.50@ 3.75
Cajeput, Native	.90@	1.20	Neroli, Bigarade, pure	170.00@	200.00	Sage, Clary 90.00@
Calamus	3.75@	4.25	Petale, extra		200,00	Vetivert, Java 35.00@
Camphor, "white"	.15@	.17	Niaouli			Ylang-Ylang 28.00@ 35.00
	.20@	.22	Nutmeg	2.00@		
sassafrassy	0000	3.90	Olibanum	6.50@		OLEO-RESINS
Cananga, Java native		4.40	Orange, bitter	9.50@	9.75	Benzoin 2.50@ 5.00
rectified			sweet, W. Indian	8.25@	8.60	
Caraway Seed, rectified	2.00@	2.10	Italian	8.50@	10.00	Capsicum, U.S.P. VIII. 4.25@
a	20 000		Itdiidit			
Cardamon, Ceylon	38.00@	70.00				Alcoholic 3.50@
Cardamon, Ceylon Cascarilla	38.00@ 64.00@	70.00	Calif., exp	8.50@	9.00	Ginger, U.S.P. VIII 3.00@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent	38.00@ 64.00@ Noml		Calif., exp	8.50@ 7.25@	9.00 7.75	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60
Cardamon, Ceylon Cascarilla	38.00@ 64.00@ Noml 2.90@	3.10	Calif., exp	8.50@	9.00	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@
Cardamon, Ceylon Cascarilla	38.00@ 64.00@ Noml 2.90@	3.10 1.35	Calif., exp	8.50@ 7.25@ .50@	9.00 7.75 .85	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ Cubeb 3.25@ Malefern 2.00@ 2.00 2.50
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent	38.00@ 64.00@ Noml 2.90@	3.10	Calif., exp	8.50@ 7.25@ .50@ 4.00@	9.00 7.75 .85 4.50	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood	38.00@ 64,00@ Noml 2.90@ 1.25@ .32@	3.10 1.35	Calif., exp	8.50@ 7.25@ .50@ 4.00@ 5.00@	9.00 7.75 .85 4.50 5.50	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ Cubeb 3.25@ Malefern 2.00@ 2.3 Oak Moss 15.00@ 15.0 Olibanum 3.25@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P Cedar Leaf Cedar Wood Cedrat	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@	3.10 1.35	Calif., exp	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@	9.00 7.75 .85 4.50	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ Cubeb 3.25@ Malefern 2.00@ Oak Moss 15.00@ 15.00 15.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P Cedar Leaf Cedar Wood Cedrat Celery	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@	3.10 1.35	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@	9.00 7.75 .85 4.50 5.50 70.00	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ Cubeb 3.25@ Malefern 2.00@ 2.3 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 2.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (02.)	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@ 3.50@	3.10 1.35 .38	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris Ilquid Parsley	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@	9.00 7.75 .85 4.50 5.50 70.00	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ 0 Orris 6.00@ 20.00 Patchouli 18.00@ 20.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@ 3.50@ 12.00@	3.10 1.35 .38	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 8.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.0 Cubeb 3.25@ 4.0 Malefern 2.00@ 2.5 Oak Moss 15.00@ 15.50 Olibanum 3.25@ 3.25@ Orris 6.00@ 20.0 Patchouli 18.00@ 18.00@ Pepper, Black 4.25@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (02.) Cherry laurel Cinnamon, Ceylon	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@	3.10 1.35 .38 5.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic(oz.) foreign(oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 8.00@ 2.00@	9.00 7.75 .85 4.50 5.50 70.00	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 2.50 Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ 20.00 Pepper, Black 4.25@ 3.25@ Sandalwood 16.60@ 16.60@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@ 12.00@ 12.00@ 1.75@	3.10 1.35 .38 5.00 15.00 2.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 2.00@ 1.50@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 2.50 Malefern 2.00@ 2.50 Olak Moss 15.00@ 15.50 Olibanum 3.25@ 20.00 Patchouli 18.00@ 20.00 Petper, Black 4.25@ 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@ 12.00@ 12.00@ 1.75@ .50@	3.10 1.35 .38 5.00 15.00 2.00 .55	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 2.00@ 1.50@ 5.75@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 2.50 Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ 20.00 Pepper, Black 4.25@ 3.25@ Sandalwood 16.60@ 16.60@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java	38.00@ 64.00@ Noml 2.90@ 1.25@ 32@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 1.75@ .50@	3.10 1.35 .38 5.00 15.00 2.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 2.00@ 1.50@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ Alcoholic 3.25@ Male 3.25@ Malefern 2.00@ 2.5 Oak Moss 15.00@ 15.90 Olibanum 3.25@ 20.0 Patchouli 18.00@ 20.0 Petper, Black 4.25@ 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@ 12.00@ 12.00@ 1.75@ .55@ 2.25@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60	Calif., exp. dist. dist. Origanum, imitation Orris Root, concrete, domestic(oz.) foreign(oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 2.00@ 1.50@ 5.75@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25	Ginger, U.S.P. VIII 3,00@ Alcoholic 3,25@ 4,60 Cubeb 3,25@ 4,60 Malefern 2,00@ 2,30 Oak Moss 15,00@ 15,50 Olibanum 3,25@ Orris 6,00@ 20,00 Patchouli 18,00@ Pepper, Black 4,25@ Sandalwood 16,60@ Vanilla 8,75@ 15,00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2,00@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar	38.00@ 64.00@ Noml 2.900@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ .550@ .225@ 2.05@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 2.00@ 1.50@ 5.75@ 3.35@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ 0.00 Orris 6.00@ 2.00 Patchouli 18.00@ 18.00@ Pepper, Black 4.25@ 3.660@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac	38.00@ 64.00@ Noml 2.90@ 1.25@ 3.20@ 4.00@ 12.00@ 12.00@ 11.75@ 5.55@ 2.25@ 22.00@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 2.00@ 1.50@ 5.75@ 3.35@ 1.90@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 4 3.60 3.85 1.95	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Conaiba	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ .50@ 2.25@ 2.05@ 22.00@ 8.00@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic(oz.) foreign(oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 2.00@ 1.50@ 5.75@ 3.35@ 3.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ 2.50 Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenul 9.00@ Aldehyde C 8 50.00@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander	38.00@ 64.00@ Noml 2.90@ 1.25@ .32@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 1.75@ .50@ 2.256@ 22.05@ 22.00@ 8.00@ 13.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento	8.50@ 7.25@ .50@ 4.00@ 5.00@ 55.00@ 18.00@ 9.00@ 1.50@ 3.35@ 3.55@ 1.90@ 3.15@ 3.15@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 4 3.60 3.85 1.95	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 140.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Coriander Croton	38.00@ 64.00@ NomI 2.90@ 1.25@ 3.20@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ 2.256@ 22.00@ 8.00@ 1.00@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Fimento Pine cones	8.50@ 7.25@ .50@ 4.00@ 5.00@ 5.50.00@ 9.00@ 18.00@ 2.00@ 1.50@ 5.75@ 3.35@ 3.00@ 3.15@ 3.15@ 3.75@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 4 3.60 3.85 1.95	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 140.00 C 10 55.00@ 82.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs	38.00@ 64.00@ Nomi 2.90@ 1.25@ 4.00@ 8.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 13.50@ 13.50@ 13.50@ 13.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pime cones Pine needle, Siberia.	8.50@ 7.25@ .50@ 4.00@ 5.00@ 5.50.00@ 18.00@ 9.00@ 1.50@ 1.50@ 3.35@ 3.00@ 3.00@ 3.15@ 3.75@ 85@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.000 C 10 55.00@ 82.00 C 11 72.00@ 77.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pime cones Pine needle, Siberia Pinus Sylvestris	8.50@ 7.25@ .50@ 4.00@ 5.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.50@ 3.355@ 3.15@ 3.15@ 3.75@ 2.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetophenone 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 140.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 1.75@ 2.05@ 22.00@ .80@ 3.90@ 3.50@ 5.55@ 22.00@ 8.00@ 3.50@ 5.55@ 22.00@ 8.00@ 8.00@ 5.55@ 5.55@ 5.55@ 5.55@ 5.55@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia. Pinus Sylvestris Pumilionis	8.50@ 7.25@ .50@ 4.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.50@ 3.35@ 3.55@ 3.15@ 3.75@ 85@ 2.00@ 2.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.000 C 10 55.00@ 82.00 C 11 72.00@ 77.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Coriander Croton Cubebs Cumin Curacao peels Curcuma	38.00@ 64.00@ Nomi 2.90@ 1.25@ 3.20@ 4.00@ 8.00@ 12.00@ 12.00@ 1.75@ .55@ 2.25@ 2.25@ 2.25@ 2.25@ 2.75@ 3.90@ 1.00@ 1.00@ 1.75@ 3.90@ 7.75@ 5.25@ 3.00@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (02.) foreign (02.) Orris Root, absolute (02.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pime cones Pine needle, Siberia Pumilionis Rhodium, imitation	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.50@ 3.35@ 3.15@ 3.75@ 3.375@ 2.00@ 2.25@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 15.00 C 14 15.00@ 35.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 1.75@ 2.05@ 22.00@ .80@ 3.90@ 3.50@ 5.55@ 22.00@ 8.00@ 3.50@ 5.55@ 22.00@ 8.00@ 8.00@ 5.55@ 5.55@ 5.55@ 5.55@ 5.55@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.)	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 2.00@ 1.50@ 3.35@ 3.15@ 3.15@ 2.00@ 2.25@ 2.25@ 12.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.500@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 015.00 C 14 15.00@ 35.00 C 16 15.00@ 40.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Coriander Croton Cubebs Cumin Curacao peels Curcuma	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ 2.05@ 2.05@ 2.05@ 1.00@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 1.50@ 2.00@ 1.55@ 3.35@ 3.15@ 3.75@ 8.85@ 2.00@ 2.95@ 2.25@ 12.00@ 12.00@ 7.575	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ C 9 80.00@ 14.00@ C 9 80.00@ 14.00@ C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 Amyl Acetate 85@ 1.00 Amyl Acetate 85@ 1.00
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi	38.00@ 64.00@ NomI 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ .55@ 2.256@ 2.256@ 2.256@ 2.256@ 3.90@ 3.90@ 5.15@ 4.25@ 3.00@ 5.15@ 4.25@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (02.) foreign (0z.) Orris Root, absolute (0z.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia Pumilionis Rhodium, imitation Rose, Bulgaria (0z.) Rosemary, French Spanish	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 8.00@ 2.00@ 1.50@ 3.00@ 3.15@ 3.75@ 3.75@ 2.00@ 2.25@ 12.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetophenone 3.75@ 4.00 Acetophenone 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 140.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 16 15.00@ 40.00 Amyl Acetate 85@ 1.00 Amyl Butyrate 1.75@ 1.80
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Copaiba Coriander Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi	38.00@ 64.00@ NomI 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ .55@ 2.256@ 2.256@ 2.256@ 2.256@ 3.90@ 3.90@ 5.15@ 4.25@ 3.00@ 5.15@ 4.25@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 5.00@ 8.00@ 8.00@ 1.50@ 3.355@ 3.55@ 3.15@ 2.00@ 2.95@ 2.25@ 1.2.00@ 2.250@ 3.385@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.60@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 16 15.00@ 40.00 Amyl Acetate 8.5@ 1.00 Amyl Acetate 1.75@ 1.80 Amyl Butyrate 1.75@ 1.80 Amyl Butyrate 1.75@ 1.80
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ 2.05@ 2.05@ 2.05@ 3.50@ 13.50@ 13.50@ 13.50@ 14.00@ 3.55@ 4.25@ 4.25@ 4.25@ 2.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00	Calif., exp. dist. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 1.50@ 9.00@ 1.50@ 3.35@ 3.55@ 3.75@ 2.00@ 2.95@ 2.25@ 12.00@ 12.00@ 3.85@ 3.85@ 3.85@ 3.85@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ C 9 80.00@ 14.00@ C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 16 15.00@ 4.00 Amyl Acetate 85@ 1.00 Amyl Acetate 85@ 1.00 Amyl Cinnamate 2.50@ Amyl Formate 1.75@ 2.00 Malefern 2.00@ 2.00 Admyl Formate 1.75@ 2.00 Malefern 2.20@ Admyl Formate 1.75@ 2.00 Malefern 2.20@ Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugeno
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon	38.00@ 64.00@ NomI 2.90@ 1.25@ 3.26@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 1.75@ 2.05@ 2.05@ 22.00@ 3.90@ 7.755@ 3.00@ 5.15@ 3.90@ 1.00@ 3.90@ 4.25@ 3.00@ 5.15@ 3.80@ 3.80@ 3.80@ 3.80@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.50@ 3.356@ 3.15@ 3.75@ 1.90@ 2.200@ 2.25@ 12.00@ 3.255@ 40.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetophenone 3.75@ 4.00 Acetyl Iso-cugenol 9.00@ C 9 80.00@ 140.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 16 15.00@ 40.00 Amyl Acetate 885@ 1.00 Amyl Cinnamate 2.50@ Amyl Cinnamate 1.75@ 1.80 Amyl Cinnamate 1.75@ 1.80 Amyl Cinnamate 1.75@ 2.00 Amyl Cinnamate 1.70@ 2.00 Amyl Pormate 1.70@ 2.00 Amyl Phenyl Acetate 5.00@ 5.75
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P.	38.00@ 64.00@ NomI 2.90@ 1.25@ 3.20@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ 2.55@ 22.00@ 8.00@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00 6.00 2.65	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic foreign Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine cones Pine needle, Siberia. Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria Rose, Bulgaria Rue Sage Sage, Clary Sandalwood, East India	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.50@ 3.35@ 3.35@ 3.75@ 2.00@ 2.25@ 2.25@ 12.00@ 1.20@ 4.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@	9.00 7.75 .85 4.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Cak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 16 15.00@ 40.00 Amyl Acetate 85@ 1.00 Amyl Acetate 85@ 1.00 Amyl Formate 1.75@ 2.00 Amyl Formate 1.75@ 2.00 Amyl Formate 1.75@ 2.00 Amyl Formate 1.75@ 2.00 Amyl Flenyl Acetate 5.00@ 575 Amyl Salicylate, dom 1.15@ 1.45
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ 2.05@ 2.05@ 2.05@ 3.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 1.50@ 9.00@ 1.50@ 3.356@ 3.15@ 2.00@ 2.25@ 12.00@ 12.00@ 3.25@ 4.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@ 8.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 Amyl Acetate 8.5@ 1.00 Amyl Acetate 1.75@ 1.80 Amyl Ginnamate 2.50@ Amyl Formate 1.70@ 200 Amyl Formate 1.70@ 200 Amyl Formate 1.70@ 200 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Salicylate, dom 1.15@ 1.45 foreign 1.65@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet Galbanum	38.00@ 64.00@ Noml 2.90@ 1.25@ 3.26@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 1.75@ 2.250@ 22.00@ 3.50@ 3.90@ 7.755@ 3.00@ 5.15@ 3.90@ 4.25@ 3.00@ 6.60@ 38.00@ 6.60@ 26.00@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00 6.00 2.65	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic foreign Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine cones Pine needle, Siberia. Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria Rose, Bulgaria Rue Sage Sage, Clary Sandalwood, East India	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.50@ 3.00@ 3.15@ 3.15@ 3.15@ 3.15@ 3.25@ 12.00@ 2.25@ 12.00@ 4.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@ 3.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ C 9 80.00@ 14.00@ C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 16 15.50@ 4.00 Amyl Acetate 85@ 1.00 Amyl Acetate 85@ 1.00 Amyl Cinnamate 2.50@ Amyl Formate 1.75@ 1.80 Amyl Formate 1.75@ 2.00 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Salicylate, dom 1.15@ 1.45 foreign 1.65@ Amyl Valerate 3.00@ 3.50
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet Galbanum	38.00@ 64.00@ NomI 2.90@ 1.25@ 3.20@ 4.00@ 8.00@ 3.50@ 12.00@ 1.75@ 2.25@ 22.00@ 8.00@ 1.00@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 8.00 6.00 2.65 .70	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 8.00@ 2.00@ 1.50@ 3.35@ 3.35@ 3.15@ 3.75@ 2.00@ 2.25@ 2.25@ 12.00@ 1.50@ 3.85@ 40.00@ 1.00@ 1.00@ 1.00@ 1.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 5.50 Cris 6.00@ 2.00 Patchouli 18.00@ Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 16 Amyl Acetate 88 1.00 Amyl Acetate 8.85@ 1.00 Amyl Phenyl Acetate 1.75@ 1.80 Amyl Formate 1.75@ 1.80 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Formate 1.15@ 1.45 foreign 1.65@ Amyl Valerate 3.00@ 3.30 Anethol 1.25@ 1.40
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Ceylon Cinnamon, Ieaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 8.00@ 1.75@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@ 2.00@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00 6.00 2.65 .70 .95	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 8.00@ 2.00@ 1.50@ 3.35@ 3.35@ 3.15@ 3.75@ 2.00@ 2.25@ 2.25@ 12.00@ 1.50@ 3.85@ 40.00@ 1.00@ 1.00@ 1.00@ 1.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90 8.25 1.10 2.20	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl 150-eugenol 9.00@ Acetyl 150-eugenol 9.00@ Acetyl 150-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 140.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 14 15.00@ 40.00 Amyl Acetate 8.5@ 1.00 Amyl Acetyrate 1.75@ 1.80 Amyl Ginnamate 2.50@ Amyl Formate 1.70@ 200 Amyl Formate 1.70@ 200 Amyl Formate 1.70@ 200 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Salicylate, dom 1.15@ 1.45 foreign 1.65@ Amyl Valerate 3.00@ 3.50 Anethol 1.25@ 1.40 Anisic Aldehyde, dom 3.40@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 1.75@ 22.00@ 3.50@ 1.00@ 3.90@ 7.75@ 3.90@ 1.65@ 3.90@ 3.90@ 3.90@ 6.60@ 3.00@ 6.60@ 24.00@ 4.25@ 26.00@ 26.00@ 24.00@ 4.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 8.00 6.00 2.65 .70	Calif., exp. dist. Origanum, imitation Orris Root, concrete, domestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pimento Pine cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French Spanke Root	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 2.00@ 1.50@ 3.355@ 3.15@ 3.15@ 2.00@ 2.250@ 12.00@ 3.25@ 40.00@ 8.00@ 8.00@ 1.00@ 1.00@ 1.00@ 1.350@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Collibanum 3.25@ Orris 6.00@ 2.00 Patchouli 18.00@ Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl 150-eugenol 9.00@ Acetyl 150-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 16 15.00@ 40.00 Amyl Acetate 8.85@ 1.00 Amyl Acetate 8.85@ 1.00 Amyl Formate 1.75@ 2.00 Amyl Phenyl Acetate 5.00@ 575 Amyl Salicylate, dom 1.15@ 1.45 foreign 1.65@ Amyl Valerate 3.00@ 3.30 Anethol 1.25@ 1.40 Anisic Aldehyde, dom 3.40@ 4.45%
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish	38.00@ 64.00@ NomI 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 1.75@ 2.05@ 2.05@ 2.05@ 2.00@ 3.50@ 3.50@ 1.00@ 3.50@ 3.50@ 3.50@ 3.50@ 4.25@ 3.65@ 3.65@ 2.50@ 4.25@ 4.25@ 4.25@ 4.25@ 4.25@ 6.60@ 24.00@ 4.25@ 5.00@ 6.00@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 8.00 6.00 2.65 .70 .95	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia. Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French Snake Root Spearmint	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.55@ 3.353@ 3.00@ 3.00@ 3.15@ 2.00@ 1.90@ 1.90@ 1.00@ 8.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90 8.25 1.10 2.20 5.25	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Oris 6.00@ 20.00 Patchouli 18.00@ Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl Iso-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 C 16 15.00@ 40.00 Amyl Acetate 88 1.00 Amyl Acetate 88 1.00 Amyl Acetate 1.75@ 1.80 Amyl Phenyl Acetate 5.00@ 35.00 Amyl Formate 1.75@ 1.80 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Formate 1.75@ 1.80 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Formate 1.75@ 1.80 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Salicylate, dom 1.15@ 1.45 foreign 1.65@ Amyl Valerate 3.00@ 3.30 Anethol 1.25@ 1.40 Anisic Aldehyde, dom 3.40@ foreign 4.00@ 4.35 Benzaldehyde U.S.P.
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish Turkish (Palma rosa)	38.00@ 64.00@ Nomil 2.90@ 1.25@ 4.00@ 8.00@ 1.20@ 1.75@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.05@ 2.00@ 1.05@ 2.00@ 4.25@ 38.00@ 4.25@ 4.25@ 4.25@ 4.25@ 4.25@ 38.00@ 4.25@ 4.25@ 4.25@ 4.25@ 38.00@ 4.25@ 4.25@ 4.25@ 38.00@ 4.25@ 38.00@ 4.25@ 4.25@ 4.25@ 4.25@ 38.00@ 4.25@ 4.25@ 4.25@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00 6.00 2.65 .70 .95 .450 5.10 4.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French Spaarmint Spearmint Spruce	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.50@ 3.356@ 3.75@ 3.375@ 2.00@ 2.25@ 12.00@ 1.50@ 3.85@ 4.00@ 8.00@ 1.90@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90 8.25 1.10 2.20 5.25	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ C 9 80.00@ 140.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 16 15.00@ 4.00 Amyl Acetate 85@ 1.00 Amyl Acetate 85@ 1.00 Amyl Ginnamate 1.75@ 1.80 Amyl Ginnamate 2.50@ Amyl Formate 1.70@ 2.00 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Salicylate, dom 1.15@ 1.45 foreign 1.65@ Amyl Valerate 3.00@ 3.30 Anethol 1.25@ 1.40 Anisic Aldehyde, dom 3.40@ Benzaldehyde, U.S.P. 1.45@
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent. rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish Turkish (Palma rosa) Ginger	38.00@ 64.00@ Noml 2.90@ 1.25@ 4.00@ 8.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@ 13.50@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 8.00 6.00 2.65 .70 .95	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia. Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French Snake Root Spearmint Spruce Styrax	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 18.00@ 9.00@ 2.00@ 1.50@ 3.355@ 3.356@ 3.15@ 3.756 3.25@ 4.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@ 1.00@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90 8.25 1.25 1.25 1.20 2.20	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.30 Oak Moss 15.00@ 15.30 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetophenone 3.75@ 4.00 Acetyl Iso-eugenol 9.00@ Acetyl Iso-eugenol 9.00@ C 9 80.00@ 14.00@ C 9 80.00@ 14.00@ C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 16 15.00@ 4.00 Amyl Acetate 85@ 1.00 Amyl Cinnamate 2.50@ Amyl Butyrate 1.75@ 1.80 Amyl Cinnamate 2.50@ Amyl Phenyl Acetate 5.00@ 5.75 Amyl Salicylate, dom 1.15@ 1.45 foreign 1.65@ Amyl Valerate 3.00@ 3.30 Anethol 1.25@ 1.40 Anisic Aldehyde, U.S.P. 1.45@ F. F. C. 1.55@ 1.90 Penyniidanacetana 3.75@ 4.25
Cardamon, Ceylon Cascarilla Cassia, 80@85 per cent rectified, U. S. P. Cedar Leaf Cedar Wood Cedrat Celery Chamomile (oz.) Cherry laurel Cinnamon, Ceylon Cinnamon, Leaf Citronella, Ceylon Java Cloves, Bourbon Zanzibar Cognac Copaiba Coriander Croton Cubebs Cumin Curacao peels Curcuma Cypress Dillseed Elemi Erigeron Estragon Eucalyptus, Aus. U.S.P. Fennel, Sweet Galbanum Galangal Geranium, Rose, Algerian Bourbon Spanish Turkish (Palma rosa)	38.00@ 64.00@ Nomil 2.90@ 1.25@ 4.00@ 8.00@ 3.50@ 12.00@ 12.00@ 12.55@ 22.00@ .55% 22.25@ 22.00@ .80@ 3.50@ 1.00@ 3.50@ 1.00@ 3.50@ 1.00@ 3.50@ 6.00@ 24.00@ 4.25@ 24.00@ 4.25@ 6.00@ 24.00@ 6.00@ 3.85@ 6.00@ 3.85@ 6.00@ 3.20@	3.10 1.35 .38 5.00 15.00 2.00 .55 .60 2.20 28.00 .95 14.00 1.15 4.00 8.00 6.00 2.65 .70 .95 .450 5.10 4.00	Calif., exp. dist. Origanum, imitation Orris Root, concrete, do- mestic (oz.) foreign (oz.) Orris Root, absolute (oz.) Orris liquid Parsley Patchouli Pennyroyal, American French Pepper, black Peppermint, natural redistilled Petitgrain, So. Amer. French Pime cones Pine needle, Siberia Pinus Sylvestris Pumilionis Rhodium, imitation Rose, Bulgaria (oz.) Rosemary, French Spanish Rue Sage Sage, Clary Sandalwood, East India Sassafras, natural artificial Savin, French Spaarmint Spearmint Spruce	8.50@ 7.25@ 5.00@ 4.00@ 5.00@ 9.00@ 9.00@ 1.50@ 9.00@ 1.50@ 3.35@ 3.55@ 3.355@ 2.00@ 3.15@ 2.25@ 12.00@ 8.00@ 8.00@ 8.00@ 12.00@ 8.00@ 12.00@ 1.50@ 4.75@ 4.75@ 12.00@ 4.80@	9.00 7.75 .85 4.50 5.50 70.00 9.25 9.00 2.25 3.60 3.85 1.95 3.45 .95 5.00 22.00 3.90 8.25 1.10 2.20 5.25	Ginger, U.S.P. VIII 3.00@ Alcoholic 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ 4.60 Cubeb 3.25@ Malefern 2.00@ 2.50 Malefern 2.00@ 2.50 Oak Moss 15.00@ 15.50 Olibanum 3.25@ Orris 6.00@ 20.00 Patchouli 18.00@ Pepper, Black 4.25@ Sandalwood 16.60@ Vanilla 8.75@ 15.00 DERIVATIVES AND CHEMICALS Acetaldehyde 50% 2.00@ Acetyl 150-eugenol 9.00@ Acetyl 150-eugenol 9.00@ Aldehyde C 8 50.00@ C 9 80.00@ 14.00 C 10 55.00@ 82.00 C 11 72.00@ 77.00 C 12 75.00@ 105.00 C 14 15.00@ 35.00 C 14 15.00@ 35.00 Amyl Acetate 8.5@ 1.00 Amyl Acetate 1.75@ 1.80 Amyl Ginnamate 2.50@ Amyl Formate 1.70@ 2.00 Amyl Formate 1.70@ 2.00 Amyl Phenyl Acetate 5.00@ 5.75 Amyl Salicylate, dom 1.15@ 1.85 Annethol 1.25@ 1.40 Anisic Aldehyde, dom 3.40@ foreign 4.00@ Benzaldehyde, U.S.P. 1.45@ Benzaldehyde, U.S.P. 1.45@ Benzaldehyde, U.S.P. 1.55.00 1.55

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00@ 1.30 10@ 1.50 00@ 7.50 7.00 7.50 7.75 000@ 25.00 000@ 25.00 000@ 3.10 500@ 3.20 000@ 32.00 000@ 12.25

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50@ 6.00 00@ 20.00 50@ 00@ 50@ 26.00 00@ 26.00 00@ 3.75 00@ 3.75 00@ 00@ 35.00

.50@ 5.00 .256@ 500@ .000@ .250@ 4.60 .256@ 4.60 .256@ 15.50 .256@ .256@ .256@ 6.600@ 1.75@ 15.00

EMICALS

2.00@ 3.75@ 4.00 .00@ 0.00@ 0.00@ 140.00 6.00@ 82.00 2.00@ 77.00 6.00@ 105.00 6.00@ 35.00 6.00@ 40.00 85@ 1.00 1.75@ 1.80 2.50@ 1.75@ 2.00 5.00@ 5.75 1.15@ 1.45

3.00@ 3.50 1.25@ 1.40 3.40@ 4.00@ 4.35

1.45@ 1.55@ 1.90 3.25@ 4.25 3.00@ 5.50

Benzyl Acetate, dom	1.15@		Musk Ambrette	6.50@	8.00	Orris Root, Verona	.12@	.13
	1.35@	1.45	Ketone		9.50		14@	.25
foreign						powdered	.25@	.90
Benzyl Alcohol	1.25@	1.50	Xylene	2.40@	2.75	Patchouli leaves		.20
Benzyl Benzonate	1.30@	1.45	Nerolin		1.75	Peach Kernel meal	.35@	
Benzyl Butyrate	5.50@	6.25	Nonyl Acetate			Reseda flowers, powd	1.50@	
Benzyl Cinnamate	9.00@	9.50	Nonyl Alcohol	40.00@	52.00	Rhubarb Root, Shensi	Nomina	al
Renzyl Formate	3.35@	3.60	Octyl Acetate	32.00@		High Dried	.45@	.50
Benzyl Iso-eugenol	20.00@	30.00	Octyl Alcohol			Powdered	.55@	.75
Benzyl Propionate	3.75@	5.00	Paracresol Methyl Ether.		8.00	Rice Starch	.12@	.15
Benzyl Succinate	5.50@		Paracresyl Acetate	5.75@	0100	Rose leaves, red	2.00@	
	2.90@	3.50			8.00		.50@	
Borneol				6.00@		pale		
Bornyl Acetate	3.30@	3.80	imported	6.00@	8.00	Rose water, gal	1.25@	50
Bromstyrol	4.75@	5.00	100%		11.00	Sandalwood chips	.45@	.50
Butyl Acetate	.60@		Phenylacetic Acid		4.00	Saponin	1.60@	
Butyl Propionate	2.00@		Phenylethyl Acetate	9.00@	13.00	Styrax	.40@	2.00
Butyl Butyrate	2.00@		Phenylethyl Butyrate	16.00@	20.00	Talc, domestic (ton)	18.00@	33.00
Butyraldehyde	12.00@		Phenylethyl Formate			French(ton)		45.00
			Phenylethyl Propionate			Italian(ton)		65.00
Carvene	.50@	c 00	Phenylethyl Valerate			Vetivert root	.30@	
Carvol	4.00@	6.00			5.50	Zinc Stearate	.26@	.30
Cinnamic Acid	4.00@		Phenylethyl Alcohol, dom.			Zille Stearate	.200	.50
Cinnamic Alcohol	3.75@	4.25	imported	5.25@	6.00	BEANS		
Cinnamic Aldehyde	2.60@	3.00	Phenylpropyl Alcohol				000	0.5
Citral C. P	2.75@	3.00	Phenylpropyl Aldehyde	12,00@		Tonka Beans, Para	.90@	.95
	3.30@	3.50	Rhodinol, dom	6.50@	15.00	Angostura	1.80@	1.95
Citronellal	4.25@	5.00	foreign	9.50@	16.50	Vanilla Beans		
Citronellol, dom				.28@	.34	Mexican, whole	3.35@	4.60
foreign	5.00@	5.50	Safrol			Mexican, cut	2.75@	2.80
Citronellyl Acetate	8.15@	8.75	Skatol, C. P (oz.)	9,00@	10.00	Bourbon, whole	1.90@	2.30
Coumarin, dom	4.00@		Styralyl Acetate			Bourbon, cut	1.75@	2.50
foreign	4.00@		Stralyl Alcohol			South American	2.80@	3.25
Cuminic Aldehyde	62.00@		Terpineol, C. P. dom	.32@	.39	South American	2.000	0.20
			imported	.50@	.60	TINCTURE	S	
Decyl Acetate	20.00@		Terpenyl Acetate	1.00@	1.15			24.00
Decyl Alcohol		20	Thymene	.30@		Ambergris		24.00
Dibutylphthalate	.30@	.36	Thymol	2.75@	3.00	Benzoin		
Diethylphthalate	.32@	.37				Civet	2.50@	4.00
Dimethylphthalate	.65@		Vanillin		7.65	Musk, nat	30.00@	32.00
Diphenylmethane	1.75@	2.45	Violet Ketone Alpha		10.00	Orris root	2.00@	
Diphenyloxide	1.15@		Beta	5.50@	8.00	Balsam Tolu		
		.55	Yara Yara	1.50@	1.75	Vanilla		3.00
Ethyl Acetate	.50@	.55						
Ethyl Benzoate	1.80@		SUNDRIES	5		SOLUBLE RES	SINS	
Ethyl Butyrate	2.00@					Ambrette		
Ethyl Cinnamate	2.00@ 1.50@	3,50	Alcohol, Cologne spirits,	+		Ambrette	18.00@	
Ethyl Cinnamate	1.50@ 1.30@	3.50	Alcohol, Cologne spirits,	2.671/2@	2.701/2	Castoreum	18.00@ 28.00@	
Ethyl Cinnamate Ethyl Formate	1.50@ 1.30@	3.50 2.65	gallon	+	2.701/2	Castoreum	18.00@ 28.00@ 13.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate	1.50@ 1.30@ 2.00@	2.65	Almond Meal	2.671/2@	.40	Castoreum	18.00@ 28.00@ 13.00@ 80.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate	1.50@ 1.30@ 2.00@ 2.35@	2.65 2.75	Almond Meal	2.67½(a) .25@	Nom.	Castoreum	18.00@ 28.00@ 13.00@ 80.00@ 2.75@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol	1.50@ 1.30@ 2.00@ 2.35@ 1.15@	2.65 2.75 1.25	gallon	2.67½(a) ,25@ 39.00	Nom. Nom.	Castoreum	18.00@ 28.00@ 13.00@ 80.00@ 2.75@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@	2.65 2.75 1.25 3.15	gallon Almond Meal Ambergris, black(oz.) gray(oz.) Balsam Copaiba, S. A.	2.67½@ ,25@ 39.00 ,49@	Nom. Nom. .55	Castoreum Chypre Civet Benzoin	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@	2.65 2.75 1.25 3.15 3.30	gallon Almond Meal Ambergris, black(oz.) gray(oz.) Balsam Copaiba, S. A Para	2.67½@ ,25@ 39.00 ,49@ ,45@	Nom. Nom. .55 .50	Castoreum Chypre Civet Benzoin Galbanum Labdanum	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@	2.65 2.75 1.25 3.15 3.30 6.00	gallon Almond Meal Ambergris, black(oz.) gray(oz.) Balsam Copaiba, S. A. Para Balsam Peru	2.67½@ .25@ 39.00 .49@ .45@ 1.85@	Nom. Nom. .55	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@	2.65 2.75 1.25 3.15 3.30 6.00 4.00	gallon Admond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu	2.67½@ .25@ 39.00 .49@ .45@ 1.85@ 1.10@	Nom. Nom. .55 .50 1.90	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 16.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25	gallon Almond Meal Ambergris, black(oz.) gray(oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross)	2.67½@ ,25@ 39.00 ,49@ ,45@ 1.85@ 1.10@ 18.00@	Nom. Nom. .55 .50 1.90	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 16.00@ 6.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@	2.65 2.75 1.25 3.15 3.30 6.00 4.00	gallon Admond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu	2.67½@ ,25@ 39.00 ,49@ ,45@ 1.85@ 1.10@ 18.00@	Nom. Nom. .55 .50 1.90	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 16.00@ 12.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25	gallon Almond Meal Ambergris, black(oz.) gray(oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross)	2.67½(a ,25@ 39.00 ,49@ ,45@ 1.85@ 1.10@ 18.00@ 8.00@	Nom. Nom. .55 .50 1.90	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 16.00@ 12.00@ 12.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@ 11.00@ 7.25@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00	gallon Almond Meal Ambergris, black(oz.) gray	2.67½@ ,25@ 39.00 .49@ .45@ 1.85@ 1.10@ 18.00@ 1.50@	Nom. Nom. .55 .50 1.90	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 16.00@ 12.00@ 12.00@ 8.50@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom.	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@ 11.00@ 7.25@ 1.80@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.00	gallon Almond Meal	2.67½@ ,25@ 39.00 ,49@ ,45@ 1.85@ 1.10@ 18.00@ 8.00@ 1.50@ 1.70@	Nom. Nom. .55 .50 1.90 25.00 12.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 16.00@ 6.00@ 12.00@ 12.00@ 8.50@ 6.75@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Heliotropin, dom. foreign	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@ 11.00@ 7.25@ 1.80@ 2.10@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.00 2.35	gallon Almond Meal Ambergris, black(oz.) gray(oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum	2.67½@ .25@ 39.00 .49@ .45@ 1.85@ 1.10@ 18.00@ 8.00@ 1.50@ 1.70@	Nom. Nom. .55 .50 1.90 25.00 12.00	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 16.00@ 12.00@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@ 11.00@ 7.25@ 1.80@ 2.10@ 6.00@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.00 2.35 10.00	gallon Almond Meal Ambergris, black(oz.) gray(oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated	2.67½@ .25@ 39.00 .49@ .45@ 1.85@ 1.10@ 18.00@ 8.00@ 1.50@ 1.70@	Nom. Nom. .55 .50 1.90 25.00 12.00	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 16.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign' Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02)	1.50@ 1.30@ 2.00@ 2.35@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@ 11.00@ 7.25@ 1.80@ 2.10@ 6.00@ 3.10@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.00 2.35	gallon Almond Meal Ambergris, black(oz.) gray(oz.) Balsam Copaiba, S. A Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water,	2.67½@ .25@ 39.00 .49@ .45@ 1.85@ 1.10@ 18.00@ 1.50@ 1.70@ 10.00@ .03½@	Nom. Nom. .55 .50 1.90 25.00 12.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam	18.00@ 28.00@ 13.00@ 80.00@ 6.00@ 6.550@ 7.00@ 12.00@ 12.00@ 12.00@ 6.75@ 6.75@ 2.75@ 3.50@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Acetate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02)	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@ 11.00@ 7.25@ 1.80@ 2.10@ 6.00@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.00 2.35 10.00	gallon Almond Meal Ambergris, black (oz.) gray	2.67 ½ @ .25@ 39.00 .49@ .45@ 1.85@ 1.10@ 8.00@ 8.00@ 1.70@ 10.00@ .03½@ 1.25@	Nom. Nom. .55 .50 1.90 25.00 12.00 12.00 .06½	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax	18.00@ 28.00@ 13.00@ 80.00@ 6.00@ 6.550@ 7.00@ 12.00@ 12.00@ 12.00@ 6.75@ 6.75@ 2.75@ 3.50@	
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Acetate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02)	1.50@ 1.30@ 2.00@ 2.35@ 2.85@ 2.90@ 1.95@ 2.40@ 3.15@ 11.00@ 7.25@ 1.80@ 2.10@ 6.00@ 3.10@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.00 2.35 10.00	gallon Almond Meal Ambergris, black(oz.) gray	2.67 ½ (a .25 (a) .25 (a) .49 (a) .45 (a) 1.10 (a) 1.50 (a) 1.50 (a) 1.70 (a) 1.70 (a) 1.25 (a) 2.75 (a)	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert	18.00@ 28.00@ 13.00@ 80.00@ 6.00@ 5.50@ 7.00@ 12.00@ 12.00@ 12.00@ 10.50@ 2.75@ 3.50@ 11.00@	DC.
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 3.15@ 11.00@ 2.10@ 6.00@ 3.10@ 2.30@ 2.30@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.00 2.35 10.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana	2.67 ½ (a	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam	18.00@ 28.00@ 13.00@ 80.00@ 6.00@ 5.50@ 7.00@ 12.00@ 12.00@ 12.00@ 10.50@ 2.75@ 3.50@ 11.00@	RS.
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.95@ 2.40@ 3.10@ 7.25@ 1.80@ 3.10@ 3.10@ 2.30@ 3.25@ 4.00@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam	2.67 ½ (a .25 @) 39.00 .49 @ .45 @) 1.10 @) 1.50 @ 1.70 @) 1.70 @) 1.25 @) 2.25 @) 2.80 @ 2.80 @	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 16.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 11.00@ COLOI	RS: 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-botryl Benzoate Iso-butyl Balicylate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.85@ 1.95@ 1.95@ 1.95@ 1.95@ 1.95@ 3.15@ 1.00@ 3.15@ 2.10@ 3.10@ 2.30@ 3.25@ 4.00@ 3.00@ 3.00@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.00 2.35 10.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra	2.67 ½ (a) 25 (a) 39.00 .49 (a) 1.85 (a) 1.10 (a) 1.50 (a) 1.70 (a) 1.25 (a) 2.80 (a) 1.50 (a) 1.50 (a) 5.55 (a) 5.55 (a)	.40 Nom. .55 .50 1.90 25.00 12.00 12.00 .06½ 3.75 3.25 1.75 .60	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 5.50@ 6.00@ 5.50@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@ 2.75@ 11.00@ COLOI 4.00@	4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P (oz) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.85@ 1.95@ 2.40@ 3.15@ 1.00@ 6.00@ 3.10@ 2.30@ 4.00@ 3.00@ 4.00@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra	2.67 ½ (a) 25 (a) 39.00 .49 (a) 1.85 (a) 1.10 (a) 1.50 (a) 1.70 (a) 1.25 (a) 2.80 (a) 1.50 (a) 1.50 (a) 5.55 (a) 5.55 (a)	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 16.00@ 12.00@ 8.50@ 6.75@ 10.50@ 11.00@ COLOI 4.00@ 3.75@	4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.90@ 1.95@ 2.90@ 1.95@ 2.40@ 3.15@ 2.10@ 2.10@ 3.10@ 2.30@ 3.25@ 4.00@ 3.00@ 4.00@ 4.50@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50	gallon Almond Meal Ambergris, black (oz.) gray	2.67 ½ (a) 25 (a) 39.00 .49 (a) 1.85 (a) 1.10 (a) 1.50 (a) 1.70 (a) 1.25 (a) 2.80 (a) 1.50 (a) 1.50 (a) 5.55 (a) 5.55 (a)	.40 Nom. .55 .50 1.90 25.00 12.00 12.00 .06½ 3.75 3.25 1.75 .60	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 16.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Hutyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.85@ 1.95@ 2.40@ 3.15@ 1.00@ 6.00@ 3.10@ 2.30@ 4.00@ 3.00@ 4.00@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh	2.67½@ .25@ 39.00 .49@ .45@ 1.85@ 1.10@ 1.50@ 1.70@ 1.70@ 1.25@ 2.25@ 2.80@ 1.50@ 1.50@ 1.35@ 9.00	.40 Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 5.50@ 6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 6.75@ 11.00@ COLOI 4.00@ 4.00@ 4.00@ 6.00@	4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-botryl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalool	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.90@ 1.95@ 2.90@ 1.95@ 2.40@ 3.15@ 2.10@ 2.10@ 3.10@ 2.30@ 3.25@ 4.00@ 3.00@ 4.00@ 4.50@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin	2.67 ½ (ac. 25@) 39.00 .49@ 1.85@ 1.10@ 1.50@ 1.70@ 1.00@ 2.75@ 2.80@ 1.55@ 1.35@ 2.75@ 2.85@ 1.35@ 9.00@ 0.33@	.40 Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 16.00@ 12.00@ 8.50@ 6.750@ 11.00@ 2.75@ 3.50@ 11.00@ 4.00@ 3.75@ 4.00@ 6.00@ 16.00@	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-safrol Linalool Linalyl Acetate 90%	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.90@ 1.95@ 2.40@ 3.15@ 1.00@ 7.25@ 1.80@ 2.10@ 3.10@ 2.30@ 4.00@ 4.50@ 1.75@ 3.25@ 4.50@ 4.50@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50 6.00 4.75	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum	2.67 ½ (ac. 25 @) 39.00	N.40 Nom. Nom. .55 .50 1.90 25.00 12.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 7.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 0.75@ 11.00@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-safrol Linalool Linalyl Acetate 90%	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.90@ 1.95@ 2.40@ 3.15@ 1.00@ 7.25@ 1.80@ 2.10@ 3.10@ 2.30@ 4.00@ 4.50@ 1.75@ 3.25@ 4.50@ 4.50@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous	2.67 ½ (a .25@) 39.00 .49@ .45@ 1.85@ 1.10@ 18.00@ 1.70@ 1.70@ 1.70@ 2.75@ 2.80@ 1.50@ 2.75@ 2.80@ 1.50@ 1.50@ 0.33½@ 1.50@ 0.33½@ 1.50@ 0.33½@ 1.35@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@ 0.03@	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B.	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 5.50@ 6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ COLOI 4.00@ 3.75@ 4.00@ 11.00@ 16.00@ 12.00@ 17.50@	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-safrol Linalyol Acetate 90% Linalyl Acetate 90% Linalyl Benzoate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.90@ 1.95@ 2.40@ 3.15@ 3.15@ 3.15@ 3.25@ 4.00@ 4.50@ 4.50@ 1.75@ 3.25@ 4.50@ 1.75@ 1.80@	2.65 2.75 1.25 3.13 6.00 4.00 4.25 12.50 12.00 2.05 5.50 6.00 4.75 4.50 6.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous	2.67 ½ (ac. 25@) 39.00 .49@ .45@ .1.10@ .1.85@ .1.10@ .1.50@ .1.70@ .1.50@ .1.55@ .2.80@ .1.55@ .55@ .1.35@ .55@ .1.35@ .03@ .6.00@ .1.80@ .20@ .20@	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½	Castoreum Chypre Civet Benzoia Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F.	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 16.00@ 12.00@ 12.00@ 8.50@ 6.75@ 10.50@ 2.75@ 11.00@ COLOI 4.00@ 3.75@ 4.00@ 6.00@ 11.00@ 20.00@ 11.750@ 225.00@	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalool Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.90@ 1.95@ 2.40@ 3.15@ 1.00@ 7.25@ 1.80@ 2.10@ 3.10@ 3.25@ 4.00@ 3.25@ 4.50@ 1.75@ 3.25@ 4.50@ 3.50@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 12.50 12.50 12.00 2.00 5.50 6.00 4.75 4.50 6.00 3.75	gallon Almond Meal Ambergris, black (oz.) gray	2.67 ½ (ac. 25 @) 39.00 .49 @ .45 @ .1.10 @ .1.85 @ .1.10 @ .1.70 @ .1.70 @ .1.25 @ .2.75 @ .2.80 @ .1.35 @ .90 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @ .0.3 @	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 2.23 5.75	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F.	18.00@ 28.00@ 13.00@ 2.75@ 6.00@ 7.00@ 16.00@ 12.00@ 12.00@ 12.00@ 3.50@ 11.00@ COLOI 4.00@ 3.75@ 6.00@ 16.00@ 6.00@ 17.50@ 22.50@ 22.50@ 22.50@ 27.50@	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalyol Linalyol Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Acetophenone Methyl Anthranilate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.90@ 1.95@ 2.40@ 1.95@ 1.80@ 1.80@ 3.10@ 3.25@ 4.00@ 4.50@ 1.7.55@ 4.50@ 1.50@ 3.50@ 3.50@ 2.50@	2.65 2.75 1.25 3.13 6.00 4.00 4.25 12.50 12.00 2.05 5.50 6.00 4.75 4.50 6.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic	2.67 ½ (ac. 25 @) 39.00 .49 @ 1.85 @ 1.10 @ 18.00 (ac. 8.00 @) 1.70 @ 1.70 @ 1.70 @ 2.75 @ 2.80 @ 1.50 @ 1.50 @ 2.80 @ 1.35 @ .03 @ 6.00 @ 2.00 @ 5.50 @ 3.25 @ 5.50 @ 3.25 @	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 .23 5.75 4.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Vellow A.B.	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 5.50@ 6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 0.75@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-safrol Linalyol Linalyl Acetate 90% Linalyl Acetate Methyl Acetophenone Methyl Anthranilate foreign	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.90@ 1.95@ 2.40@ 3.15@ 2.10@ 6.00@ 3.10@ 2.30@ 4.00@ 4.50@ 1.75@ 3.25@ 4.50@ 1.55@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	2.65 2.75 1.25 3.13 6.00 4.00 4.25 12.50 12.00 2.00 5.50 6.00 4.75 4.50 6.00 3.75 3.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.)	2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 2))))))))))))))))))))))))))))))))))))	.40 Nom. Nom. .55 .50 .190 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 .23 5.75 4.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Vellow A.B.	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 5.50@ 6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 0.75@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Benzoate Indol Linalyl Acetate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Benzoate Iso-butyl Salicylate Iso-ugenol, dom. foreign Linalool Linalyl Benzoate Methyl Acetophenone Methyl Anthranilate foreign Methyl Benzoate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.90@ 1.95@ 2.40@ 3.15@ 2.10@ 6.00@ 3.10@ 2.30@ 4.00@ 4.50@ 1.75@ 3.25@ 4.50@ 1.55@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@ 3.50@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 12.50 12.50 12.00 2.00 5.50 6.00 4.75 4.50 6.00 3.75	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic	2.67 ½ (2	.40 Nom. Nom. .55 .50 .190 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 .23 5.75 4.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Vellow A.B. Yellow O.B.	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 5.50@ 6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75	4.50 4.50 4.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Iso-safrol Linalyol Lina	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.90@ 1.95@ 2.90@ 1.95@ 2.40@ 3.15@ 2.10@ 3.10@ 2.30@ 4.00@ 3.25@ 4.00@ 3.25@ 4.50@ 1.75@ 0.3.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50@ 0.50	2.65 2.75 1.25 3.13 6.00 4.00 4.25 12.50 12.00 2.00 5.50 6.00 4.75 4.50 6.00 3.75 3.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.) grains (oz.) grains (oz.)	2.67 ½ (2	.40 Nom. Nom. .55 .50 .190 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 .23 5.75 4.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S.	18.00@ 28.00@ 13.00@ 80.00@ 5.50@ 6.00@ 5.50@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@	4.50 4.50 4.50 7.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Geranyl Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Salicylate Iso-safrol Linalyol Linalyl Acetate 90% Linalyl Acetate Methyl Acetophenone Methyl Anthranilate foreign Methyl Benzoate Methyl Benzoate Methyl Benzoate Methyl Cinnamate Methyl Eugenol	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.90@ 1.95@ 2.40@ 1.95@ 1.100@ 7.250 4.00@ 3.10@ 3.25@ 4.00@ 3.25@ 4.50@ 10.50@ 3.50@ 3.75@ 3.50@ 3.75@ 3.75@ 3.75@ 3.90@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50 6.00 4.75 4.50 6.00 3.75 3.00 2.25 4.35	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.) grains (oz.) Tonquin, gr (oz.)	2.67 ½ (a) 25 (a) 39.00 .49 (a) 1.85 (a) 1.10 (a) 1.50 (a) 1.70 (a) 1.25 (a) 2.75 (a) 2.80 (a) 1.35 (a) 0.03 (a) 6.00 (a) 1.86 (a) 2.0 (a) 5.50 (a) 3.25 (a) Nomi Nomi 35.00 (a) 2.00 (a) 3.25 (a) Nomi 35.00 (a) 2.00 (a) 3.25 (a) Nomi 35.00 (a) 3.25 (a) 3.2	.40 Nom. Nom. .55 .50 .190 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 .23 5.75 4.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Vellow A.B. Yellow O.B.	18.00@ 28.00@ 13.00@ 80.00@ 5.50@ 6.00@ 5.50@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 11.00@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@ 0.75@	4.50 4.50 4.50 7.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Geranyl Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Salicylate Iso-safrol Linalyol Linalyl Acetate 90% Linalyl Acetate Methyl Acetophenone Methyl Anthranilate foreign Methyl Benzoate Methyl Benzoate Methyl Benzoate Methyl Cinnamate Methyl Eugenol	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.85@ 1.95@ 2.40@ 3.15@ 1.00@ 6.00@ 3.10@ 2.30@ 4.00@ 4.50@ 1.75@ 3.25@ 4.00@ 3.25@ 4.50@ 3.25@ 2.15@ 3.75@ 2.15@ 3.90@ 2.15@ 3.90@	2.65 2.75 1.25 3.13 6.00 4.00 4.25 12.50 12.00 2.00 5.50 6.00 4.75 4.50 6.00 3.75 3.00 2.25 4.35 9.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.) grains (oz.) Tonquin, gr (oz.) Tonquin, gr (oz.)	2.67 ½ (ac. 25@) 39.00 49@ 1.85@ 1.10@ 1.800@ 1.50@ 1.70@ 10.00@ 2.75@ 2.75@ 2.75@ 2.75@ 2.75@ 2.75@ 2.75@ 3.35@ 0.03@ 6.00@ 1.80@ 2.0@ 5.50@ 3.25@ Nomi Nomi 35.00@ 25.00@	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 .23 5.75 4.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S. OIL SOLUBLE C	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 5.50@ 6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 0.275@ 11.00@ 0.275@ 11.00@ 0.275@ 11.00@ 0.275@ 0.250@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.200@ 0.20	4.50 4.50 4.50 7.50
Ethyl Cinnamate Ethyl Formate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-ugenol, dom. foreign Linalyl Benzoate Methyl Acetophenone Methyl Anthranilate foreign Methyl Benzoate Methyl Benzoate Methyl Benzoate Methyl Cinnamate Methyl Cinnamate Methyl Cinnamate Methyl Hentenone	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.85@ 1.95@ 3.15@ 1.95@ 3.15@ 1.80@ 2.10@ 3.10@ 3.25@ 4.00@ 4.50@ 1.55@ 4.50@ 10.50@ 3.75@ 2.50@ 3.75@ 2.15@ 2.725@ 9.00@	2.65 2.75 1.25 3.130 6.00 4.00 2.00 2.35 10.00 5.50 6.00 4.75 4.50 6.00 3.75 3.00 2.25 4.35 9.00 11.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.) grains (oz.) Tonquin, gr (oz.) pods (oz.) Olibanum, tears	2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 2))))))))))))))))))))))))))))))))))))	.40 Nom. Nom. .55 .50 .190 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 .23 5.75 4.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S. OIL SOLUBLE C	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 7.00@ 16.00@ 12.00@ 12.00@ 8.51@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@ 10.50@	4.50 4.50 4.50 7.50
Ethyl Cinnamate Ethyl Formate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-eugenol, dom. foreign Linalyl Acetate 90% Linalyl Acetate 90% Linalyl Acetate Methyl Anthranilate foreign Methyl Anthranilate foreign Methyl Acetophenone Methyl Anthranilate foreign Methyl Cinnamate Methyl Cinnamate Methyl Cinnamate Methyl Eugenol Methyl Heptenone Methyl Heptenone Methyl Heptenone Methyl Heptenone Methyl Heptenone	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.85@ 1.95@ 1.95@ 1.90@ 1.80@ 3.15@ 3.10@ 3.25@ 4.00@ 4.50@ 1.75@ 3.25@ 4.50@ 1.75@ 3.55@ 3.75@ 3.75@ 3.75@ 3.75@ 3.75@ 3.75@ 3.75@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 12.50 12.50 12.00 2.00 5.50 6.00 4.75 4.50 6.00 3.75 3.00 2.25 4.35 9.00 11.00 36.00	gallon Almond Meal Ambergris, black (oz.) gray	2.67 ½ (2	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 2.23 5.75 4.00 nal	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S. OIL SOLUBLE CA	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 60.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12	4.50 4.50 4.50 7.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Butyrate Geranyl Butyrate Geranyl Butyrate Geranyl Butyrate Geranyl Butyrate Iso-borneol Iso-borneol Iso-borneol Iso-borneol Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Acetate 90% Linalyl Acetate 90% Linalyl Acetate 90% Linalyl Benzoate Methyl Acetophenone Methyl Acethyl Benzoate Methyl Cinnamate Methyl Eugenol Methyl Heptenone Methyl Heptenone Methyl Heptenone Methyl Hoptenone Methyl Hoptenone Methyl Hoptenone Methyl Hoptenone	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.90@ 1.95@ 2.40@ 3.15@ 1.00@ 6.00@ 3.10@ 2.30@ 4.00@ 4.50@ 1.75@ 3.25@ 4.00@ 3.50@ 2.50@ 3.50@ 2.15@ 3.75@ 2.15@ 3.90@ 2.15@ 9.00@ 9.00@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 4.25 12.50 12.00 2.35 10.00 5.50 4.75 4.50 6.00 3.75 3.00 2.25 4.35 9.00 11.00 36.00 11.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.) grains (oz.) Tonquin, gr (oz.) pods (oz.) Olibanum, tears siftings Orange flowers	2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 ½ (2.67 2))))))))))))))))))))))))))))))))))))	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 .23 5.75 4.00	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S. OIL SOLUBLE O Alcannin Black Blue	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 5.50@ 6.00@ 12.00@ 12.00@ 12.00@ 12.00@ 11.00@ 6.75@ 10.50@ 11.00@ 2.75@ 4.00@ 11.00@ 25.00@ 4.00@ 4.00@ 27.50@ 4.25@ 8.00@ 5.50@ 5.50@ 5.00@	4.50 4.50 4.50 7.50
Ethyl Cinnamate Ethyl Formate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (02) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-ugenol, dom. foreign Linalyl Benzoate Linalyl Acetate 90% Linalyl Benzoate Methyl Anthranilate foreign Methyl Anthranilate foreign Methyl Benzoate Methyl Cinnamate Methyl Eugenol Methyl Heptenone Methyl Heptenone Methyl Heptine Carb Methyl Octine Carb	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.85@ 1.95@ 1.95@ 3.15@ 1.100@ 7.25@ 4.00@ 4.50@ 4.50@ 4.50@ 4.50@ 3.75@ 4.50@ 2.50@ 3.75@ 2.15@ 2.50@ 2.15@ 2.90@ 2.00@ 2.00@ 2.00@ 2.00@	2.65 2.75 1.25 3.15 3.30 6.00 4.00 12.50 12.50 12.00 2.05 5.50 6.00 4.75 4.50 6.00 3.75 3.00 2.25 4.35 9.00 11.00 36.00 11.00 36.00 11.00 36.00 11.00 36.00	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.) grains (oz.) Tonquin, gr (oz.) pods (oz.) Olibanum, tears siftings Orange flowers Orange flowers	2.67 ½ (a) 2.5 (a) 39.00 49 (a) 45 (a) 1.10 (a) 1.50 (a) 1.70 (a) 1.50 (a) 2.75 (a) 2.80 (a) 1.55 (a) 1.35 (a) 2.75 (a) 2.80 (a) 1.35 (a) 2.75 (a) 2.80 (a) 1.35 (a) 2.75 (a) 2.80 (a) 1.35 (a) 2.50 (a) 3.25 (a) Nomii Nomii 35.00 (a) 25.00 (a) 1.4 (a) 40 (.40 Nom. Nom. .55 .50 1.90 25.00 12.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 1.10 .03½ 20 2.23 5.75 4.00 nal	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S. OIL SOLUBLE C Alcannin Black Blue Brown	18.00@ 28.00@ 13.00@ 80.00@ 7.00@ 7.00@ 16.00@ 6.00@ 12.00@ 12.00@ 8.510@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.50@ 4.00@ 16.00@ 16.00@ 17.50@ 27.50@ 4.25@ 4.25@ 4.25@ 4.25@ 4.25@ 5.00@ 5.50@ 5.50@	4.50 4.50 4.50 7.50
Ethyl Cinnamate Ethyl Formate Ethyl Formate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-eugenol, dom. foreign Linalyl Acetate 90% Linalyl Acetate 90% Linalyl Acetate Methyl Anthranilate foreign Methyl Anthranilate foreign Methyl Eugenol Methyl Cinnamate Methyl Cinnamate Methyl Eugenol Methyl Iso-eugenol Methyl Iso-eugenol Methyl Iso-eugenol Methyl Jaracresol	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 2.85@ 2.90@ 1.95@ 2.40@ 1.95@ 3.15@ 1.80@ 3.25@ 4.00@ 3.25@ 4.50@ 1.75@ 3.25@ 4.50@ 1.75@ 3.25@ 4.50@ 2.50@ 3.75@ 2.50@ 3.75@ 2.15@ 2.15@ 2.15@ 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15% 2.15%	2.65 2.75 1.25 3.15 3.30 6.00 4.00 12.50 12.50 12.00 2.00 5.50 6.00 4.75 4.50 6.00 3.75 3.00 2.25 4.35 9.00 11.00 32.00 32.00 32.00 7.50	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.) grains (oz.) Tonquin, gr (oz.) pods (oz.) Olibanum, tears siftings Orange flowers Orange flowers Orange flowers Orange flower water (gal.)	2.67 ½ (2	.40 Nom. Nom. .55 .50 1.90 25.00 12.00 .06½ 3.75 3.25 1.75 60 1.50 1.10 0.03½ 20 20 23 5.75 4.00 nal	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Onange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S. OIL SOLUBLE C Alcannin Black Blue Brown Green	18.00@ 28.00@ 13.00@ 80.00@ 2.75@ 6.00@ 5.50@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 13.75@ 4.00@ 15.00@ 15.00@ 15.00@ 15.50@ 15.50@ 16.00@ 15.50@ 16.00@ 16.00@ 17.50@ 16.00@ 17.50@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@ 18.00@	4.50 4.50 4.50 7.50
Ethyl Cinnamate Ethyl Formate Ethyl Propionate Ethyl Propionate Ethyl Salicylate Eucalyptol Eugenol foreign Geraniol dom foreign Geranyl Acetate Geranyl Butyrate Geranyl Formate Heliotropin, dom. foreign Hydroxycitronellal Indol, C. P. (oz) Iso-borneol Iso-bornyl Acetate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Benzoate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Salicylate Iso-butyl Iso-cugenol Methyl Heptine Carb Methyl Iso-cugenol Methyl Iso-cugenol Methyl Iso-cugenol Methyl Phenylacetate Methyl Phenylacetate Methyl Phenylacetate	1.50@ 1.30@ 2.00@ 2.35@ 1.15@ 2.85@ 1.15@ 2.85@ 1.95@ 1.95@ 1.90@ 1.80@ 3.15@ 3.10@ 6.00@ 3.25@ 4.00@ 3.25@ 4.00@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@ 3.25@	2.65 2.75 1.25 3.15 3.30 6.00 4.25 12.50 12.00 2.05 5.50 6.00 4.75 4.50 6.00 3.75 3.00 3.75 3.00 11.00 36.00 11.00 36.00 7.50	gallon Almond Meal Ambergris, black (oz.) gray (oz.) Balsam Copaiba, S. A. Para Balsam Peru Tolu Baudruche skins, (gross) Beaver Castor Cardamon Seed, green decort Castoreum Chalk, precipitated Cherry laurel water, (gal.) Civet horns (oz.) Guarana Gum Benzoin Siam Sumatra Gum Galbanum Gum Myrrh Kaolin Labdanum Lanolin hydrous anhydrous Menthol, Jap. synthetic Musk, Cabs, pods (oz.) grains (oz.) Tonquin, gr (oz.) pods (oz.) pods (oz.) Olibanum, tears siftings Orange flowers Orange flower (gal.) Orris Root, Florentine.	2.67 ½ (2.67 ½ (2.67 ½ (2.56) 39.00 49.00 1.85.00 1.85.00 1.50.00 1.50.00 1.55.00 1.55.00 1.35.00 2.55.00 1.35.00 2.55.00 1.36.00 1.80.00 1.90.00 1.90.00 1.90.00 1.90.00 1.90.00 1.90.00 1.90.00 1.90.00 1.90.00 1.50.00 1.90.00 1.90.00 1.50.00 1.90.00 1.90.00 1.50.00 1.90.00 1.50.00 1.90.00 1.50.00 1.90.00 1.50.00 1.90.00 1.90.00 1.50.00 1.90.00 1.50.00 1.90.00 1.50.00 1.50.00 1.90.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50.00 1.50	.40 Nom. Nom. .55 1.90 25.00 12.00 12.00 .06½ 3.75 3.25 1.75 .60 1.50 2.23 5.75 4.00 nal nal	Castoreum Chypre Civet Benzoin Galbanum Labdanum Myrrh Oak Moss Olibanum Opoponax Orris Root Patchouli Peru balsam Sandalwood Styrax Tolu balsam Vetivert CERTIFIED FOOD Amaranth Orange II Tartrazine Ponceau 3R Indigo Erythrosine Guinea Green B. Light Green S.F. Fast Green F.C.F. Yellow A.B. Yellow O.B. Naphthol Yellow S. OIL SOLUBLE O Alcannin Black Blue Brown Green Red	18.00@ 28.00@ 13.00@ 80.00@ 80.00@ 6.00@ 15.50@ 12.00@ 12.00@ 12.00@ 8.50@ 11.00@ 6.00@ 11.00@ 6.00@ 12.00@ 12.00@ 8.50@ 11.00@ 12.00@ 12.00@ 8.50@ 11.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 12.00@ 13.50@ 14.00@ 15.50@ 4.25@ 8.00@ 5.50@ 5.50@ 4.00@ 5.00@ 5.00@	4.50 4.50 4.50 7.50 6.50 8.00
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Vanilla Beans

(Continued from Page 393)

total crop will be over 100,000 pounds. The present level of prices is regarded as cheap, and low levels will eventually discourage production, but this may take a long time. South American Beans are in fair demand. Although the crop was short this year, it is believed that there will be sufficient stocks to go round.

Sundries

Activity during the last month has been confined to small quantities, but on the whole business was as good as could reasonably be expected. Menthol advanced rather sharply during the early part of the month, but later the market showed a slight reaction. The present prices prevailing in Japan are still very close to those quoted on spot, however, and some importers are complaining of the small margin of profit. The supply of menthol is not very large and for this reason the spot market is very sensitive to any fluctuations abroad. Rhubarb root is meeting with a fair inquiry, but demand is quiet. Most of the gums are in very small supply with prices tending upward.

Japanese Peppermint and Menthol

Special Circular No. 200, Chemical Division of the Bureau of Foreign and Domestic Commerce, deals with Japanese peppermint and menthol. It was prepared by Assistant Trade Commissioner H. B. Titus, Tokio, and gives much information and statistics regarding the industry. Copies can be had from the bureau.

Among the many facts stated are the following: The peppermint plant has been cultivated in Japan for about 60 years. For many years the total production was consumed locally, but some 40 years ago very small quantities were exported to foreign countries in the form of menthol and peppermint oil. Since 1901, however, the export of menthol and oil has increased rapidly, as shown in the following figures: Exports valued at 663,000 yen in 1901; 158,900 yen in 1910; 5,480,000 yen in 1920; 3,300,000 yen in 1922; and 7,810,000 yen in 1924. The yen has ranged in value from 50 cents to 47 or 46 cents.

Approximately 90 per cent of all the peppermint produced in Japan is grown in Hokkaido, the remainder being produced in Kanagawa and Hyogo prefectures. In 1923, the peppermint leaf crop in Hokkaido amounted to 30,680,000 kin (1 kin = 1.32 pounds) valued at 2,600,000 yen. Okayama prefecture also produces peppermint of a high quality, but in small quantities. The Government Industrial Research Bureau states that the peppermint grown in Okayama has the highest menthol content, that grown in Hokkaido, Kanagawa and Hyogo prefectures being somewhat lower. Tests show that the product grown in Okayama contains 75 to 78 per cent of menthol, the others 65 to 67 per cent.

Australian Eucalyptus Oil Exports

The exports of oil eucalyptus from Australia to the United States increased from 198,000 pounds, valued at \$72,380 in 1926 to 253,373 pounds, valued at \$101,326 in 1927.

On the other hand, exports of sandalwood oil decreased from 1,680 pounds, valued at \$5,128 in 1926, to 820 pounds, valued at \$1,850 in 1927. It is of interest that while the 1927 quantity was only one-half of that of 1926, the price was two-thirds less.

Move to Exclude Rose Stocks Halts

A decision to exclude rose stocks from entry into the United States has been deferred by the Federal Horticultural Board for further study and determination of the question of availability of satisfactory home-grown stocks The evidence presented at a conference held by the Board on June 27 was somewhat conflicting, showing on the one hand that for a series of years American-grown rose stocks had been satisfactory and that their use in competition with foreign stocks by growers was rapidly increasing. Difficulties developed with home-grown stock in 1927, however, which seemed to the Board to warrant postponement of action. Another conference will be called at a later date, if, in the judgment of the Board, final action should be considered. In that event the effective date of exclusion, if safety from pests permits, will be fixed so as to allow a reasonable period for adjustment, both in this country and

Russia to Resume Perfume Herb Cultivation

(Special Correspondence)

Prior to the War one of the smaller industries of Moscow and the surrounding district was the cultivation and collection of fragrant and essential oil-producing herbs, but at present the industry is quite neglected. One of the chief difficulties in reorganizing it is the fact that the herbs only begin to yield in the second year, which means that the peasants need advances before starting the culture. Mint is one of the herbs which can be grown by the peasants around Moscow, the quality of the Moscow mint being very good. Up to the present mint has been imported from the Ukraine. Steps are to be taken to acquaint peasants in a position to take up the cultivation or collection of these herbs with the names of the various kinds for which there is the greatest demand, the prices obtainable and the quantities required.

Consuls Report on Italy's Oil Crops

Reports received in the Department of Commerce from Consul H. K. Travers, at Palermo, Italy, and Vice-Consul A. P. Cruger, at Messina, Sicily, indicate that the new oil crop for 1928 is much smaller than in former years.

The Palermo report states that in April the demand was brisk for citrus oils, and satisfactory sales were concluded, although sellers of lemond and sweet orange oils were unwilling to sell, preferring to wait for higher prices.

The lemon oil manufactured this season was much lower in quantity than formerly, as practically all lemons which could be shipped as fruit were exported. More sales for lemon oil could have been made had sellers been willing to release stocks.

Cyprus Produces Otto of Rose

(Special Correspondence)

For the last thirty years the preparation of otto of roses has been carried on in Cyprus. As the result of an encouraging report made by the Imperial Institute about ten years ago, rose-growing for this purpose doubled in three years and now the Agricultural Department has trained the villagers in greatly improved methods of distilling the

Olive oil production is also a flourishing industry in Cyprus and there was a satisfactory increase both in quality and quantity last year. The output is augmented by oils from sesame and other seeds. ST, 1928

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Testing Detergency

The Detergents Committee of the American Oil Chemists' Society has concluded that the soiled cloth method affords an excellent index to detergency and has proposed further experiments looking to the development of the method with a suitable machine. In order to be efficient the method must possess the following points;

1, The cloth must be mechanically soiled to eliminate the personal element as much as possible. 2, The test may be applied on any kind of material. 3, Delicate instruments are not required and the method is easy of application. 4, Soil can be any specific dirt or mixture. 5, The cloth has practical possibilities.

The apparatus to be used consists of a battery of 20 revolving jars, turning at a definite speed in a water bath of even temperature. In each jar fifteen rubber balls are placed together with a piece of the cloth three inches square in 100 cc. of the soap solution. The speed of the jars is to be about 52 R. P. M.

In conducting the test a piece of the cloth is placed in each of ten jars. At the end of each wash, one of the pieces is removed. After drying and ironing the pieces are to be mounted on black cardboard. The number of washings corresponding to the piece which no longer shows any trace of soil is to be taken as the index of detergency. Duplicate tests are to be run independently within three days as a check upon aging.

Following experiments with this method there will be a more elaborate and practical set of experiments.

Preparation of Grained Soaps Clarified by Colloidal Chemistry*

The processes which occur in the soap kettle are explained. The reactions take place principally in the sense of the following interpretation: 1. Formation of a macroheterogeneous system (combination of various phases). 2. Hydration of the colloidal oil. This is the beginning of the lyophile state. 3. First intermediate phase. Lye is used up, soap absorbs fat, recognizable by the increase of the viscosity to the point of coagulation. Addition of lye! Second intermediate phase. Excess of lye leads to coagulation-separation. Addition of water! 4. Color of the soap in the kettle darker. 5. Molecular dispersing condition of the soap. 6. Coagulation or swelling up of the closed soap by common salt or caustic soda. 7. (a) Formation of the grain, the spent lye is molecularly dispersed; (b) Formation closed soap. The nigre colloidally dispersed. 8. Completion of the coagulation in the form-flux formation. 9. Interruption of coagulation.

Salt in Soap*

In view of the large amounts of sodium chloride (or common salt) which are introduced into the soap pan during manufacture, it is surprising how little salt remains in the finished soap when the process of manufacture has been properly carried out. It is very important, however, that this quantity should be small, as although the presence of 0.5 to 1 per cent of salt helps to keep a soap a better color and free from rancidity, it only requires much less than this—anything over 0.4 per cent—to render the soap short and brittle, and cause trouble during the plodding or compression of the soap ribbons into solid bars ready for cutting and stamping into tablets. Much, though by no means all, of the trouble caused by soap cracking in use is attributable to the presence of too much salt in the soap.

Not only is much salt added to the soap during the graining out operation for separation of the glycerine lye, but some soapmakers give the soap one or two brine washes just prior to "fitting," in order to remove any excess of caustic alkali. It is rather dubious, however, how far this practice is advisable, as there is no difficulty in neutralizing any free alkali left in the fitted soap, whereas for the reasons just given, an excess of salt is highly undesirable. Fortunately when a soap is properly "fitted," i. e., brought to just the right condition of alkalinity or salinity for a ready separation of nigre, most of the free alkali or salt settles rapidly out of the good soap into the nigre or lye. Some very interesting figures on this point were recently published in a paper by T. Penny (Chem. & Industry, March 9, 1928), read before a joint meeting of the Society of Chemical Industry, Bristol Section, and the Chemical Engineering Group. He shows that for a soap "fitted strongly to taste," there was

	% NaC1.	% Na:0
On fit	0.70	0.28
After 24 hrs. settling		0.10
After 48 hrs. "	0.30	0.10
After 72 hrs, "	.0.29	0.10
After 94 hrs. "	0.20	0.10

Incidentally it will be noticed from these figures that the greatest drop in the percentages of salt and free alkali takes place during the first 24 hours settlement, i. e., whilst the soap is still at a fairly high temperature, and it is for this reason that soap boiling on the small scale is so much more difficult than on the larger scale.

The determination of salt in soap has hitherto usually been carried out either on the incinerated soap, or in the aqueous liquid obtained after decomposition of the soap

^{*} From Deut. Parf .- Ztg., Vol. 13, No. 10, (1927).

^{*}Perf. & Ess. Oil Record, Vol. XIX, No. 5.

with nitric acid, and filtering off the fatty acids. A-method which has recently been discussed on the Continent under the name of the Bennett process, consists in dissolving a weighed quantity of the soap in distilled water, adding a slight excess of a 20 per cent solution of magnesium nitrate, which precipitates soap, carbonate, etc., filtering off the precipitate, washing with water, and titrating the filtrate with N/10 silver nitrate to potassium chromate, in the usual way. The addition of calcium chloride to precipitate insoluble soaps prior to steam distillation of soap mixtures, has long been made use of as a means of preventing frothing or volatilization of volatile fatty acids, and this use of magnesium nitrate (or calcium nitrate would serve the same purpose) appears a very ingenious way of shortening very considerably the determination of salt in soap.

Complete Saponification by Cold Made Process*

by Dr. E. L. Lederer

At the outset it may be remarked that the following lines are neither intended to take a part in the controversy which in recent time has developed between the Drs. Davidsohn Stiepel, Dittmer, Pieper, Welwart, Krings, H. G., etc., nor to lessen the credit of Dr. Davidsohn that he was the first to have made public the process of complete saponification by cold made process, as a preliminary step to the further development of soap to base soap. Nor is it my purpose and desire to side with that class who claim to have known and employed "a posteriori" all the innovations; the irrefutable proof for this is furnished by reference to one of my articles, which was published as early as March, 1924, and was based on the customary practice in the years of 1922 to 1924 for producing soap by the cold process.

He who is able to read between the lines of an article of a technically industrial nature could, at that time not help being struck by the fact that I used methods of computation for the amounts of alkali necessary for saponification, in which connection I laid emphasis, in the introduction, on the fact that some soaps do not permit a correction during their preparation of any excess of fat or alkali, but rather that the quantities of alkali necessary for the fat addition used must be added at the beginning without the possibility of a later correction. This method of computation would have had no sort of practical significance, and would simply have represented an algebraic by-play, if it had been intended to serve for the preparation of the customary soap prepared by the cold method. For in the preparation of these an ampirically determined excess of coconut oil or palm kernel oil is always used. Evidently, however, the mathematical garb in which I attired the publication deterred most of the readers from studying it more closely. On the other hand it was not possible for me, in the position I held at that time, to publish in all its details a manufacturing process which, so far as I knew, was used only by me and only in the factory referred to.

Essentially this process consisted in the fact that the quantities of lyes used were sufficient for complete saponification, that is, to avoid producing harsh, brittle and too

hard soaps, solutions of NaOH and of KOH were used in the proportion by weight of 4:1; besides, there were added to the fat charge, one half of which consisted of tallow and coconut oil, 2-3% of ceresin or Japan wax, still better a mixture of these in equal parts. But even with coconnut oil alone this method yields serviceable soaps. The working method is that customary for soaps prepared in a cold way. It is self-evident that here also only colors as well as perfumes insensitive to alkalis and heat can be used.

A mixture, given in the foot-note 2 of the article cited under (a), would be about as follows:

32 kg of cocoanut oil

32 " " tallow

1 " " Japan wax

1 " " ceresin

7 " " potash lye 39° Bé

271/2 " " sodium lye 37° Bé

That, in contrast with the theoretical computation, according to which 6.8 kg of potash lye and 27.2 kg of sodium lye of the strength indicated should be used, a little more of lye had to be used is due to the fact that the computation is based upon alkali solutions free from carbonate. It is, therefore, necessary to determine the carbonate content used in practice and in the computation of the amounts of lye to multiply the corresponding factor with the number ascertained by the computation.

The soaps thus prepared were of good appearance, kept well, were easily pressed when warmed, and did not show the transparency of the edges so strikingly appearing on soaps prepared cold. To this is added that for such soaps the otherwise typically chalky white color may be toned down by using yellow ceresin.

It is probably not necessary to lay stress upon the fact that the fats must be as free as possible from fatty acid. The cocoanut oil available contained mostly less than 1.5 per cent of free fatty acid; in case of a higher content of this the acid was first removed.

Soaps of Oleic and Stearic Acid

M. HIROSE.—On the relation between the properties of soaps and the composition of fatty acids used. I. Soaps of oleic and stearic acid.—(Journ. Soc. Chem. Ind. Japan, 30.)*

The author has determined the properties of the various mixtures of soaps of cleate and stearate of sodium; the number of drops with the stalagmometer, surface tension, cleansing power of viscosity, etc.

The results obtained show that the cleansing power is generally increased with the rise of temperature, even in pure oleate. At high temperature the cleansing value corresponds generally with the diminution of the surface tension and the number of drops. When the diminution of the surface tension does not correspond with the number of drops, the cleansing effect is indicated by the mean between the two. At low temperatures soaps of weak surface tension generally have an increased cleansing effect. This cleansing power is not exactly proportional to the diminution of the surface tension independent of the number of drops; in this case the properties of the latter seem to have a great influence. The cleansing power of mixtures is not generally cumulative. Among the samples studied the mixture of equal weights is more effective between 40-80° C.

^{*}From Seifens.-Ztg., Vol. 54, No. 45 (1927). Seifens-Ztg., 1927, p. 281, 299, 316, 360, 375, 376, 414, 476, 516, 563, 610. Original articles and reports on discussions.

⁸ Lederer. Concerning the computation of the amounts of alkali necessary for saponification. Seifens. Ztg., 1924, No. 15.

^{*}Rev. Gen. des Coll., Vol. 6, No. 53, 1928, p. 81.

The Manufacture of Acid Soaps

A New Field in Soap Technology— Recent Developments Reviewed by Dr. H. L. Ramsey

N acid soap is a rather difficult substance to define. McBain and Stewart of Bristol University (England) in the Journal of the Chemical Society for 1927, page 1392, described the formation of what is, strictly speaking, an acid salt of a fatty acid, i. e. an acid soap, formed from the hydrolysis of an ordinary alkali soap; and they also succeeded in preparing a crystallized potassium dioleate from two molecules of oleic acid and one molecule of potassium hydroxide in alcohol solution. They regard this product as a true acid soap, and in theory they are doubtless correct and in accord with ordinary chemical nomenclature. But it seems unlikely at present that this substance can have any other than a theoretical interest and can have little or no practical and commercial value. On the other hand, the research staff of a Basle chemical company, in Switzerland, also claim to have produced what they, too, call an acid soap, and although they are perhaps less correct in strict chemical parlance their product seems to be of much more practical interest, and may have commercial possibilities of considerable value. They have in fact succeeded in manufacturing a soap which they define as an acid soap because it retains its saponaceous characteristics in strong mineral acid solution, whereas ordinary soaps, the alkali salts of fatty acids, can only really act as soaps in neutral or alkaline solution. It would probably be better, as they themselves suggest at Basle, to call these products basic soaps, by analogy with basic dyes which can of course be used as salts in acid solution.

In a lecture recently delivered before the Basle Chemical Society, Dr. E. Hartmann gave a very interesting account of his work and that of his collaborators in the preparation of these acid or basic soaps, following up an earlier publication of results with a new group of basic urethanes derived from ethylene diamine. It had been found previously that the higher members of these urethanes, notably those obtained from hydroaromatic alcohols, possessed remarkable colloidal properties, and a very good emulsifying agent was found in the chlorhydrate of menthol diurethane, to which the name "Emulsamin" was given. But these higher aromatic alcohols are rather too expensive as a starting point in commercial synthesis, and a search was made for cheaper material. The essential basis of "Emulsamin" is the symmetrically disubstituted ethylene diamine, and by converting this, by union with higher fatty acids, e. g. oleic acid, a substance is obtained, such as the diethylamino-ethyl-oleylamide, which, though somewhat complex in name, is yet easily prepared by heating oleic acid with the corresponding ethylene diamine, and is very suitable for the purpose in view. Other similar compounds can be prepared with equal facility from other fatty acids or their esters or halogen derivatives, and yield soap bases which can be distilled in high vacuum, and which, in the anhydrous state, have a fatty, unctuous or ointment-like, or crystal structure according to the particular fatty acid used. The properties of lost of these substances are deducible from their structural formulae, and with many of the organic or inorganic acids they form neutral salts which are easily soluble and have a marked saponaceous character. Ordinarily they are viscous liquids when in the anhydrous state, but in solution, either aqueous or acid, strong or weak, their lathering properties are remarkable. Ordinary soaps are split up under acid treatment, the fatty acids separating out, and they are thenceforth useless as soaps; but these basic soaps have their special soap-like character more strongly developed in acid solution, nor is it destroyed by addition of alkali and to consequent precipitation of the base. It has been decided to place the oleic acid compound on the market in 10% aqueous solution, for it seems very probable that these acid or basic soaps may find many technical uses.

There has been a long felt want of a neutral soap which does not hydrolize and set free alkali, and this need seems to be now within sight of fulfilment. It has been particularly felt in the case of medical men and surgeons who have so frequently to wash their hands that their skin is seriously affected by the free alkali, and even then perfect cleanliness, so essential to the physician, is not achieved. A perfectly neutral soap would also be of great value in washing delicate fabrics, but it is doubtful if one type of product only would meet these and other requirements: it would probably be necessary to evolve a variety of basic soaps to meet widely varying needs.

Concerning the special properties of acid or basic soaps, these may be summed up as follows. In touch they resemble ordinary soap although the complete absence of alkali causes a certain almost indescribable difference. In lathering power, as already indicated, they are remarkably efficient, even up to dilutions of one part in two millions, in this respect resembling the saponins, but far superior thereto and still more so to ordinary soaps which, at such dilutions are almost completely broken down. In solubility they will vary according to the fatty acid used, but in any case they are not immediately dissolved but pass through various phases of partial solution distinguished by special physical properties. Thus-100% of the acid soap acetate is oily, 50% form a fatty solid, and 10% is thinner than water. With the acid soap salicylate somewhat similar phases occur, except that a 10% solution appears to be thinner or more fluid than a 1% solution. The soaps do not therefore at once dissolve, but require a certain amount of time. Presumably they dissolve more rapidly in hot than in cold water, and doubtless there are various ways of hastening solution if

The thick viscous or gel phase can be induced by salting out the dilute solutions. Thus, if a 20% of the acid soap chlorhydrate solution has added to it a concentrated solution of common salt (sodium chloride) the mixture ultimately sets to a thick jelly; and if a thin 10% solution is similarly treated it thickens to the consistency of egg albumen. The jellies so formed are perfectly clear and homogeneous, but have the peculiar optical property that, when stirred or

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poured, they become turbid and again become quite clear on setting, possibly due to the spherical form of the gel molecules which become deformed on stirring, causing refraction, and thus turbidity. On addition of alkali to aqueous solutions of acid soaps turbidity is again induced, the soap base being precipitated and the lathering power destroyed. But there is no precipitation on addition of metal salts, such as lime, and compounds are formed with heavy metal salts. Although there may be no precipitate in the strict sense of the term there may be a colloidal formation. For example, silver nitrate added to a solution of the acid soap chlorhydrate yields a colloidal silver chloride which does not separate into flakes or other form of precipitate even with the addition of nitric acid. In this and similar ways a wide range of disperse systems can be obtained with sapamin, as, for example, colloidal gold.

The emulsifying power of the new products with oils and fats should prove of considerable interest. By adding neats-foot oil to the acid soap solution an emulsion is immediately formed without any stirring, and if the neatsfoot oil is previously brought to approximately the same specific gravity, as the acid soap solution, as described in German patent No. 397,396, or English Pat. No. 200,036, a very stable emulsion is produced, so much so, indeed, that it is doubtful if there is any other substance in existence which has such a remarkable emulsifying power.

Several experiments were carried out in the attempt to measure the surface tension between the acid soap solution and a fatty oil, but none of the existing methods was sufficiently sensitive to estimate these very small values. Variations in emulsifying power may be obtained by varying the acid constituent. Moreover, in the case of the acid soap acetate or salicylate, these dissolve in hydrocarbons and in fatty or mineral oils, and in this way emulsions may be obtained which are immediately emulsifiable with water.

In the treatment of wool an acid soap emulsion would, in theory, prove very useful since the chemical nature of wool is such that acid treatment is to be preferred to alkali treatment from the point of view of preserving the wool's strength and texture. However, alkali is probably to be preferred in dealing with excessively dirty textiles, and the experiment so far undertaken in wool washing indicate that the acid soaps indeed have valuable detergent properties, but are rather too expensive in comparison with soda. But work in this direction is being continued in order to cheapen the new products and make them much more efficient both in wool treatment and for other purposes.

In regard to wetting properties in textile treatment the acid soaps, with their high emulsifying power, are very promising. Ordinary textiles, such as wool and cotton, and also hair, frequently have layers of varying materialnatural fat, dirt, oil, etc.,-resulting from the various processes to which they are subjected; and this layer makes effective wetting very difficult and thus compromises the subsequent operations of fulling, dyeing, etc. More time is required and the final result is less pleasing. It is easily seen that when a piece of wool is placed upon or immersed in water it does not at once become wet, but if a small amount of acid soap is stirred into the water the resulting emulsion immediately wets the wool. The wool is thoroughly soaked and sinks. Even the small addition of 1: 50,000 is effective in this way, but of course with higher concentrations the effect is more rapid. The same result may be obtained with felt, and in order to see the result more

clearly some coloring matter, such as methylene blue, may be added. On one piece of felt, water only was poured and there was practically no wetting whatever; on another piece, water with a small addition of sapamin was poured and the felt was soaked, the colored liquid showing this very markedly. This property of acid soaps has already proved of practical value in the woolen and felt industries in cases where rapid, thorough and uniform wetting is essential. It is useful, too, in the carbonizing of wool, where sulphuric acid is used and the wool subsequently heated to remove cotton; but it often happens that penetration of the fibre is not uniform, and objectionable staining takes place. But if a small amount of the acid soap is added there is immediate and complete wetting even of the dirtiest and most fat-laden parts, and it is not then necessary to have the sulphuric acid so strong as is ordinarily needful. Moreover the acid soaps do not form precipitates with metallic mordants as usually happens with ordinary alkali

In the use of any new product in the complicated and delicate process of textile manufacture and dyeing considerable experience and care are required to avoid undesirable contingencies. For instance, if a too high concentration of the acid soap is used the natural tendency of it to act on the fibre may manifest itself too emphatically. This is what seems to happen if the acid soap is used in excess with certain dyes: dyeing takes place very quickly but is found to be not fast to rubbing and fails under the ordinary tests. The acid soap and dye appear to form a layer on the fabric which easily comes off. It is therefore essential to find the optimum concentration when this difficulty does not occur, and that being done the acid soap may prove a useful adjunct in the preliminary operations of dyeing.

It has already been intimated that acid soap is precipitated by alkali and its activity increased. This also is a disadvantage where it is desirable to treat textiles with alkali. It has been found possible to get over this difficulty and acid soaps have been obtained which are soluble in acid, neutral, or alkali medium, by the simple process of alkylating, egby heating with benzyl chloride or other suitable agent. Experiment in this direction is being continued.

These acid soaps might also find a useful field in pharmacy. In some respects they resemble the saponines, especially in respect of toxicity, and are much more effective against micro-organisms than are alkali soaps, having a high haemolytic action, and are strongly antiseptic. They are therefore of value as disinfectants in conjunction with cresol or other phenols, since these latter are very readily emulsified or dissolved by acid soaps. Their high emulsifying power makes them also very suitable in the preparation of salves or ointments for skin treatment.

It may in conclusion be fairly claimed by the Basle researchers that the realm of soap technology has been enlarged and enriched by their labors and the production on a commercial scale of useful saponaceous substances which are stable in any medium—acid, alkaline or neutral, and possessing remarkable emulsifying and other properties. In many respects these developments may rank on a level with and are very similar to the work of Wuth and others in the preparation of Turkey red oil. Allied to this latter are the sulpho acids of alkylated naphthalene which have been found to possess certain saponaceous characteristics, and it seems that there is much room for research in this and other directions. For not only is it desirable to discover soap-like

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which are I possessing in many reith and are the sulpho in found to d it seems d other dier soap-like bodies having other and better qualities than ordinary soaps, especially for really effective cleansing and disinfection—in which respects ordinary soaps are, after all, greatly lacking—but it is also eminently desirable to try and find other raw material as starting point instead of fatty oils. These latter have certain drawbacks, and may in any case become too expensive in view of the great demands of the edible trades and the remarkable progress in refining processes which enables more and more of these oils and fats to be used for edible purposes.

Liquid Soaps*

By Hans Schwarz

If one comes to the making of soap from the direction of chemistry or pharmacy, without being familiar with the technique of soap making, one frequently runs against difficulties which have their reason in part in inadequate technical knowledge, in part also in inadequate directions. While the preparation of toilet soaps and other solid soaps is usually without exception undertaken by practical soap makers, it is frequently the case that liquid soaps are expected to be prepared in chemically-technical or similar laboratories by unskilled soap makers, and in such cases a failure of the preparation not infrequently results. The preparations, which as a rule are attractive to these laboratories, are hair soaps and liquid soaps, while liquid shaving soaps and shaving creams again belong to the working sphere of soap factories.

The first attempt of preparing a liquid soap which I made concerned a liquid hair soap. In the cosmetic books the preparation of such soaps is treated quite inadequately, and therefore I took as a foundation for the experiment a recipe from La Parlumerie Moderne, which reads:

Coconut oil	. 100	kg.
Potash lye 50°Bé	. 5	3 kg.
Water	3() ko

The fat is first melted, and at about 50° the lye is added. As soon as the rise of temperature is observable, saponification to its full extent takes place.

Meanwhile the following solution is prepared:

100 kg of sugar 11 kg of potash

10 kg of potassium chloride

in 500 litres of water.

The solution is filtered, and is added in small portions into the prepared still warm soap. A clear liquid mass is formed, which is allowed to cool slowly and quietly.

Here then was observed the disadvantage that potash lye of 50°Bé was not available for me, while on the other hand I was unable to ascertain from my literature the amount of potassium hydroxide which a potash lye of 50°Bé yields. Therefore there was nothing left to me except to ascertain how much of caustic potash is required for saponifying 100 kg of coconut oil, and to prepare with this amount a solution in water having a total weight of 83 kg. By starting with a saponification number of 260, it was necessary to dissolve 26 kg of potassium hydroxide in 57 kg of distilled water (in reality the experiment was carried through with smaller quantities).

The experiment of making the soap according to the directions of the recipe was at first not successful. It was only after the hand book on *Parfumerie and Cosmetics* by Winter

came to be available to me that I gained insight into the technique, and was able to work correctly from here on. In order to obtain an exact insight into the progress of the saponification, I made the following experiment. In a marmalade glass, which held one pound of marmalade, 100 gm of coconut fat were melted. On the other hand 26 gm of pure caustic potash were dissolved in 57 gm of distilled water. According to Winter the temperature of the coconut fat in summer must not be higher than 25-28°C, in winter it must not be higher than 30-35°C. The working room must have a temperature of 15-20°C. If the work is done in rooms that are too cold, the saponification in consequence of premature stiffening of the fat does not take place at all. For this reason the crutching vat also always needs to be correspondingly warmed.

The conditions were carefully observed, and the temperature of the lye was the same as that of the coconut oil. The lye was added in a thin stream to the melted fat by constantly stirring with a wooden rod, A thin milky liquid is now obtained which does not change materially, even after constant stirring. Even after an hour when the stirring process was somewhat slackened, lye still showed at the bottom of the glass. After 11/4 hours the mass became flaky, and after another 1/4 hour it became creamy. The combination then takes place, the liquid at the bottom has disappeared, the stirring becomes more difficult, and the vessel becomes warm. On the ladle a smooth white mass remains hanging. In the test for neutrality, by dissolving 1 gm of soap in 5 ccm of spirits, the addition of one drop of phenolphthalein solution resulted in a strong reddening, showing thus that the alkali was in excess. It was therefore necessary to stir in another small quanity of melted hot coconut fat, since only a weak reddening by phenolphthalein is permissible.

According to Winter all stirred closed soaps, even when they are carefully prepared, are alkaline, and it is generally considered that coconut oil yields quite inferior soap in a cosmetic respect and is to be absolutely rejected for washing the face. When coconut fat is nevertheless used on a large scale for hair soaps, this is to be explained by the easy and vigorous lathering of this soap.

The prepared soap was then dissolved in the previously prepared solution of potash and potassium chloride. The soap solution was allowed to stand, and after several days was filtered. The product was somewhat thin. Even when 30 gm of the soap obtained were dissolved in 14 gm of 95% spirits, 28 gm of glycerine and 28 gm of water, a thin product was obtained.

The first of the two preparations is from the cosmetic standpoint certainly not good, since to the already somewhat alkaline soap potash is added. From this results not only the removal of the protecting natural oil of the skin, but the epidermal cells are very strongly loosened, the pores are opened and an infection is made easily accessible. Nevertheless hair soaps of this kind are prepared in large quantities, since in case of this article, in so far as it is destined for the hair dresser's cabinet, there is a great competition and the aim is cheapness and not quality. Against the hair soaps which contain glycerine, Schaal raises the objection that they do not sufficiently remove the fat and do not sufficiently soften the hair, an objection which it is well to consider. It appears from this consideration that the problem of the liquid hair soaps is really quite difficult to solve. The problem thus appears to be to prepare a liquid soap which is free from alkali as well as from glycerine, in which then the alchohol addition

^{*}From Seifens.-Ztg. Vol. 55, No. 9, 1928, p. 78.

would receive consideration as the principal ingredient, in order to minimize the hydrolytic splitting of the soap. Hair soaps with sugar addition must, after being used, be very carefully washed out of the hair, which is true in any case of all hair soaps, and which is thoroughly well attended to especially by hair dressers who as a rule have suitable appliances for this purpose.

In this connection the cosmetic of liquid gravity system soaps is also to be considered. Where these serve the purpose of washing the hands in guest chambers, etc., an alkaline soap which the guest ordinarily uses but once, may be admitted but it is an entirely different matter when such soaps serve for the constant use of the physicians in clinics and hospitals, for which purpose they are especially suited, since the gravity system protects the soap against vitiation by germs. The hands of physicians by the necessary alchohol disinfection have the fat very largely removed; it is therefore in this case necessary under all circumstances that a mild neutral soap be at their disposal.

In order to obtain a less watery preparation, I have undertaken the saponification with half and half of sodium and potassium hydroxide instead of using potassium hydroxide alone. By this process I obtained essentially less liquid soaps; these, however, have according to Schaal, the disadvantage that they rapidly become less fluid with age, which is especially disadvantageous in case of gravity system soaps. According to Jensen, sodium soaps uniformly give turbid solutions, which I have observed especially in case of the glycerine-alcohol solution, while a solution of the soap in simple 60% sugar syrup remained clear. In consequence of this, I sought another method for the thickening. For this purpose I selected sesame oil using 50% of this and 50% of coconut oil. Both oils were saponified with caustic potash, and corresponding solutions were made. The result, however, was that the soap yielded very little lather. Whether this defect is to be explained by a fault in the manufacture, or whether the sesame oil is to blame. I am at this moment not able to judge.

During my experiments, I have found out that clear soap solutions can be prepared only with sugar syrup.

Of great interest for practical purposes has always been the preparation of liquid hair washes with special addition.

The first hair soaps were prepared with tar additions. A quite suitable addition, in which the empyreumatic odor of the tar does not stand out too disagreeably, is strong tar water, which is in part used in place of the water necessary to make the salt solution. It is prepared in the following way:

250 gm of wood tar 15 gm of sodium bicarbonate 1000 gm of water

are allowed to stand for three hours at 35-40°C in a closed vessel. At the close the mixture is vigorously shaken, is set several days in the cellar and is then filtered. The filtrate is clear and remains clear. The liquid tar soap prepared with this water may in addition be perfumed.

Liquid chamomile hair soaps I prepare with a liquid chamomile extract which I make myself according to my own method. Of this extract, 50 gm are added to 1 kg. If the liquid soap is prepared with the solution of sugar, potash and potassium chloride, the extract of camomile is to be added to this solution and is allowed to stand for a day, after which it is filtered. In case of soaps which contain glycerine and spirits, the extract is the last to be added. The advantage of

this extract lies in the fact that it contains all the extract substances of the chamomile, especially the essential oil, which as has been scientifically proved, is the most effective ingredient in the compound derived from chamomile. In the frequently employed thick extract the essential oil has been driven off by the steaming process.

In the same way as chamomile soap one may prepare inset soap, e. g. a dog soap, by adding liquid anti-parasitic plant extract. Of this extract 10% are to be added.

I believe that many a chemist or chemical technician has the same experience as I, namely that, for want of sufficient information in the literature at his disposal, he runs against difficulties in the preparation of liquid soaps. In view of this, I would like to point to a book by which the interested person may instruct himself exhaustively. This book is: "Schaal, The Modern Toilet Soap Manufacturer." In this book a special section is devoted to liquid soaps. One may also find adequate information in this book regarding cold and half warm saponification, and finally there are contained in it also detailed tables dealing with the saponification numbers and the amount of lyes, having in view the practical relations of the process.

Hydrolysis of Soap*

The object of hydrolysis is to obtain fatty acids which can be brought into the form of soap much more easily than by the usual method of saponification. The required solution of caustic alkali is used for neutralization of the fatty acids, at 20° to 25° Baume, when working with a naked fire, or 30° to 35° with direct steam. The melted free fatty acid is poured in under the form of a continuous liquid thread, working in the opposite way to soapmakers, who put the fat into the kettle before the lye. This cannot be done in this case, because the alkali would then cause formation of clots, making complete neutralization of the fatty acids impossible. This method of soap manufacture is more economic when alkaline carbonates are utilized instead of caustic alkalies.

A kettle of sufficient capacity is employed, about five times greater than the volume of the acids to be neutralized and provided with a compressed air blower to mix the reagents. The kettle is filled with a concentrated sodium carbonate solution at 20° to 25° Baume, with a naked fire, or 1 part soda for 2 of water with direct steam. A thin stream of fatty acid is conveyed into the boiling liquid and boiling is continued until no carbonic acid is given off. To saponify the neutral fats in the acids, usually found in variable proportions, the required amount of caustic alkali is added, but not before the fatty acids are completely neutralized by the carbonate. Otherwise the caustic alkali would be carbonated and have no saponifying power.

Potassium soap is made in the same way, caustic potash being utilized preferably to carbonate, which is not economic

*British Soap Manufacturer, Vol. IV, No. 41.

Soap Freight Complaint Dismissed

WASHINGTON, August 15.—The Interstate Commerce Commission has dismissed a complaint filed by Colgate & Co., of Jersey City, which alleged that the rates on soap, in carloads, to Florida destinations south of Jacksonville, are unreasonable. The Commission held that on the record made by the soap company the complaint was not justified

Spanish Definitions of Castile Soap

A Royal Order, published in the Gaceta de Madrid recently, provides: (1) That the description Castile Soap (Jabon Castilla) may be applied only to the product of saponification of good quality olive oil with the necessary caustic soda, which has the following characteristics: No fats other than good quality olive oil may be used in its manufacture; it must not contain more than 2 per cent of chlorides expressed as sodium chloride; the maximum water content is 25 per cent, and the maximum free alkali content may not be more than 0.3 grammes per cent; when decomposed by mineral acids the fats extracted must show an iodine index figure (Hübl method) between 69 and 82; the oleo-refractometric degree of these acids must be between 41 and 43 at 40°; the soap must be white, smooth to the touch, of a pleasant odor and slightly alkaline in taste, and must be soluble in water or alcohol without leaving any residue. (2) That the term "Jabón Castilla," in addition to referring to a special class of soap known as being purely of Spanish manufacture, implies that the product proceeds from that country, and it may not be adopted by any manufacturer as a private mark, nor can it be used by non-Spanish producers, under the legal provisions relating to industrial and commercial property.

German Potash Industry Gains

Prosperity for the German potash industry during the last few years is due not only to increased prices for its fertilizers, at the expense of the farmers, but also to greatly increased efficiency in operation, at the expense of the workers, judging from data given out by the eight concerns controlling the business in Germany and summarized in the Berlin Vorxearts.

How the rationalization of the potash industry has worked out is shown by the fact that while in 1919 there were 147 shafts in operation with a yearly production of 8,133,729 double zentner (100 kilos, or 220 lbs.), their number had been cut to sixty-one in 1927, while the production had risen to 13,000,000 double zentners. In 1919 the industry employed 38,795 workers, whose average annual individual production was 210 double zentners, while in 1927 only 22,107 were employed and the average individual output had risen to 588 double zentners. In 1913 there were employed 32,258 workers in 152 shafts and they produced 11,102,741 double zentners, or an average of 344. Since 1924 individual production has risen 87 per cent, while wages have advanced only 47 per cent. Net profits last year ran as high as 30 per cent in some of the main plants.

Avocado Oil for Soaps?

A bulletin issued by the U. S. Department of Agriculture states that experiments conducted with avocado culls indicate that an oil satisfactory for soap manufacture, but too dark in color for edible oil, may be secured from this source. The oil is dark green in color by transmitted light and red by reflected light. Saponification tests indicated that a good soap could be made from it. Further tests showed that the oil does not become rancid after a year's storage under normal conditions. Additional data and advice may be secured from the department by interested manufacturers.

Features to Be Found on Other Pages

Readers of the SOAP SECTION usually will find items of interest in our Trade Notes, as well as in Patents and Trade Marks and Washington and Foreign Correspondence.

Features of Soap Materials Market

(Continued from Next Page)

ing very closely to scheduled prices. Contract shipments during the month have been holding up in very satisfactory volume, and in some instances deliveries were reported to be running ahead of those for 1927.

The situation in other chemicals has remained steady, with a satisfactory demand passing. The tendency of most consumers was to purchase in small quantities. Domestic makers of caustic potash report a steady demand. Inquiry for borax is fair though the market is none too active.

Other Soap Materials

Rosin showed some irregularity with the tendency toward lower levels. The demand has not been very active, and the result has been that stocks have not been reduced as quickly as most of the producers had anticipated. Dealers are of the opinion that prices are now down to attractive levels which should easily respond to any improvement in demand.

The recent firmness in the raw material has suggested another upward revision in starches. Glycerine is unsettled and the demand has failed to show any material improvement. Palm oils have been moving fairly well although offerings are still restricted.

Deflocculation and Detergency

R. M. CHAPIN, Oil and Fat Ind., 5, 95-105 (1928).-A machine was devised to wash and rinse small slips of fabric with vertical agitation in test tubes in a water bath. The slips were held at one end in spring clips suspended from rocker arms and were weighted at the free ends. The machine carried 4 double rocker arms and 8 clips with their suspending shafts, which are equipped with perforated metal disks to cover the test tubes. Detergent experiments were made on cotton cloth soiled in water suspensions of non-oily carbon black. The most powerful detergent was an alkaline solution of sodium stearate or palmitate at 70°. In this effect of alkali, deflocculation and detergency are parallel but other correlations were vaguely defined. The method will not suffice for selection of the superior among common soaps. Comparative tests were made on the power of soap solutions to prevent absorption of suspended carbon black by clean fabric. Acid soaps were the more effective, probably as a result of masking of absorptive affinities by an oily film of fatty acid. Power to prevent absorption is not correlative with detergent power in the special case of the prevention of absorption of suspended carbon by fabric. This result is based on tests using soap solutions,-Chemical Abstracts.

Avoiding Splitting of Acetyl Combinations

Interpretation of the acetyl number, and an elucidation of the question of the change of ester of glycerides with acetic acid anhydride: The avoidance of the partial splitting of acetyl combinations, which may have been formed during the removal of the acetic anhydride by too long boiling of the reaction product is secured, if dilute acetic acid is used for the washing out of the acetyl product, which is dissolved in benzene. (Report of the Chemical Society, Vol. 60, p. 2497, of the Chem.-Ztg.)

Time's Topsy-Turvy

"Here's a dime, son; get yourself an ice-cream soda at the corner saloon, then stop at the drug-store and bring your old-man home."—Pitt Panther.

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MARKET REVIEW ON TALLOW, ETC.

TALLOW

The price of 81/4 cents per pound loose f.o.b. seller's plant still continues to prevail for city extra tallow. Production is steadily flowing into consumption with no apparent factor in sight to upset this balance. Renderers in general report decreased production due in the main to smaller receipts of raw fat. During the last month a good demand for No. 2 tallow has been in evidence. The price range has been from 71/2 to 8 cents depending on quality. Grease continues practically unchanged, Yellow grease bringing 71/4c-73/4c; house grease 71/4c-71/2c. Fancy tallow is quoted at 81/8c New Vork

The Middle West situation is steady and devoid of change. Prime packers' tallow is nominally quoted at 83/sc loose Chicago, with 40-40 stock quoted in the same manner at 7c. E. H. FREY.

VEGETABLE OILS

During the last thirty days, a general routine of business took place with the outstanding features being the drop in price of coconut oil and the Government estimate of the cotton crop for this year. The price of coconut oil reached its lowest in several years and brought out some good sized purchases by the large soap makers which extended far into the future and over the first few months of next year. The market, as we write, shows no immediate signs of recovery although the copra situation in the Philippines is reported to be slightly steadier than a few weeks ago. Palm kernel oil in Europe is at a higher level than coconut oil at present so that competition from this oil is for the time being negligible.

With the Government estimate of the cotton crop at 14,-291,000 bales, about 800,000 to 1,500,000 bales lower than was generally expected, the cottonseed oil market quickly advanced, but has since eased off to about where it was prior to the issuance of the report. It is generally conceded now that although the report was somewhat lower than expected, the size of the crop will yield a good volume of oil.

Other grades of vegetable oils are not very active with consumers watching developments closely, but showing no particular anxiety to purchase very far ahead. Corn oil and olive oil foots are steady to firm, due largely to the smallness of nearby stocks, while palm oils, acidulated soap stocks and fatty acids are somewhat easier. A. H. HORNER.

GLYCERINE

Since our review of July 10, there has been no change in the price of chemically pure glycerine, which continues to be quoted at 15c per lb., in bulk. Of course, carload lots, under special terms, have been sold at a much lower figure, but this is exceptional business and subject to severe competition. Dynamite glycerine is inclined to be weak. Crude glycerine has been in better demand and fractionally higher prices have been paid, but there is no urgent call for the material. During the period under review, two important events have occurred, one of which is the commencement of operations, at the extraction plant of the E. I. duPont Company in New Jersey and the other is the amalgamation of Colgate & Co. with Palmolive-Peet. Just what effect the

latter combination will have on the market is rather difficult to say, but it looks like a battle between the two important factors in the soap trade. The duPont plant, it is claimed will keep them out of the market, to a very great extent There is no doubt that production has fallen off considerable but there will also be a loss in consumption, through the duPont project. European prices are above ours and the holders are rather firm in their views, for the production be also been very much reduced over there. W. A. STOPFORD

INDUSTRIAL CHEMICALS

Most of the big items, like soda ash and caustic soda, have not been under much pressure. Although consumers wer not in the market as frequently as they had been earlier the year, most factors believe that certain definite signs of improvement are showing themselves.

Occasional odd lots were offering at slight concessions be manufacturers of the better known brands have been adher-(Continued on Preceding Page)

SOAP MATERIALS

Tallow and Grease

Tallow, New York, Extra 8½c. Edible, New York, 9½c Yellow grease, New York, 7½-7¾c. White grease, New York, 7½-9c.

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H 9.62½ W.W		11.20
Starch, pearl, per 100 lbs		
Starch, powdered, per 100 lbs	4.22 @	
Stearic acid, single pressed, per lb	.113/4@	
Stearic acid, double pressed, per 1b		
Stearic acid, triple pressed, per lb		
Glycerine, C. P., per lb		
Dynamite	.121/2@	
Soap, lye, crude 80 per cent, loose per 1b.		
The state of the s	101 1400	100

.081/2@ .1 Saponification, per lb. Oils .097/8@ Coconut, edible, per 1b. Coconut, Ceylon, Dom. per 1b.091/2@ Palm, Lagos, per lb.081/4@ Palm, Niger, per 1b. Palm kernel, per 1b. .071/2@ .091/4@ Mill Cotton, refined, per lb., New York101/2@ Soya bean, per 1b. 131/4@ Corn, crude, per lb. Castor, No. 1, per lb. Castor, No. 3, per lb. .10 133/4@ .131/4@

Chemicals

131/200

.10 @

Soda ash, 58 per cent, per 100 lbs	1.37	
Soda, Caustic, 76 per cent, 10 lbs	2.90	(a
Potash, Caustic 88@92 per cent, per 1b.,		
N. Y	.075	80
Potash, Carbonate, 80@85 per cent, per 1b.,		
N. Y	.053	
Salt, common, fine per ton	15.00	@
Sulphuric acid, 60 degrees, per ton	11.00	(a
Sulphuric acid, 66 degrees, per ton	15.50	(0
Borax, crystals, per lb	.03	
Y	000	10

Olive foots, prime green, per lb.

Zinc oxide, American, lead free, per lb. ..

Borax, granular, per 1b.

ST, 1928

er difficult important is claimed nsiderably, arough the s and the duction has

soda, have mers were earlier in

essions, but een adher-

York, 956c rease, New

9.62½
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9.65
9.85
10.85
11.20

3/4@ 3/4@ 3/4@ 3/4@ 3/4@ 3/4@ .12% .15¼ .16% .13 .08 .08¼

7% @ .10% 1/2 @ .09% 1/2 @ .09% 1/2 @ .09% 1/2 @ .09% 1/2 @ .13% 1/4 @ .13% 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14 1/4 @ .14

7 @ 1.72 0 @ 3.00

71/8@ .0714



American Perfumer and Essential Dil Review

PERFUMER PUB. CO.

HOS PEEN -EIGHT









NEW YORK



See also page 9



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Oil Orris Root Liquid Absolute

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Branches: Chicago—San Francisco—Montreal Factory: Brooklyn

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(also called Jasminic Aldehyde)

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Heliotropine Imported

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Orovione

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We are sole agents for this brand. In fragrance and strength this oil is unsurpassed—perhaps without an equal.

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Ylang-Ylang 1ª Bourbon

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Civet Special

Due to an increased demand; but also due to scarcity in the country of origin, our supply is limited. We advise providing for later deliveries

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KARNARE

KALOFER

KARLOVO

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Unlike most so-called Manila oils, "Monsanto" Ylang is actually distilled in the province of Manila from cultivated flowers, which is sufficient to explain its superiority to those brands carrying the name "Manila" but produced in the outlying provinces from the blooms of the native uncultivated trees.

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Oil soluble for soaps, oil solutions and disinfectants—in 25, 10, 5 and 1-lb. containers.

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Gentlemen:

Please send us a copy of your March-April Catalog.

Name

Address

City



Contest Decision
Postponed One Month

The American Perfumer
& Essential Oil Review,
81 Fulton Street,
New York City, New York.

Gentlemen:

Due to the receipt of a very large number of samples submitted from American and French perfumers, it has been impossible to complete the necessary experiments to determine the first and second prizes for the contest as stated in the December and January issues of The American Perfumers.

In view of the above, and in order to give each contestant a fair trial, and to examine each sample according to its merits, the names of the winners of this contest will be announced in the April issue of this magazine and the prize money which, according to the rules of the contest, was deposited with the Contest Editor of The American Perfumer, will be forwarded to the winners as soon as decision has been made—which will be no later than April 15th, 1928.

Very truly yours,

March 15th, 1928.

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Built on 39 Years of Service

Surely it is not surprising that today Synfleur Scientific Laboratories are regarded as the one dominant manufacturer of American made Aromatic Chemicals and Flower Oils for American manufacturers and the world.

Down through the years for almost two generations the history of the American toilet goods industry has been reflected in the history of Synfleur---with each forward step taken it has been identified. Each battle fought for the advancement of the industry has been its battle. Old friendships formed through years of service have been maintained. New ones have been made.

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Monticello, New York, U. S. A.



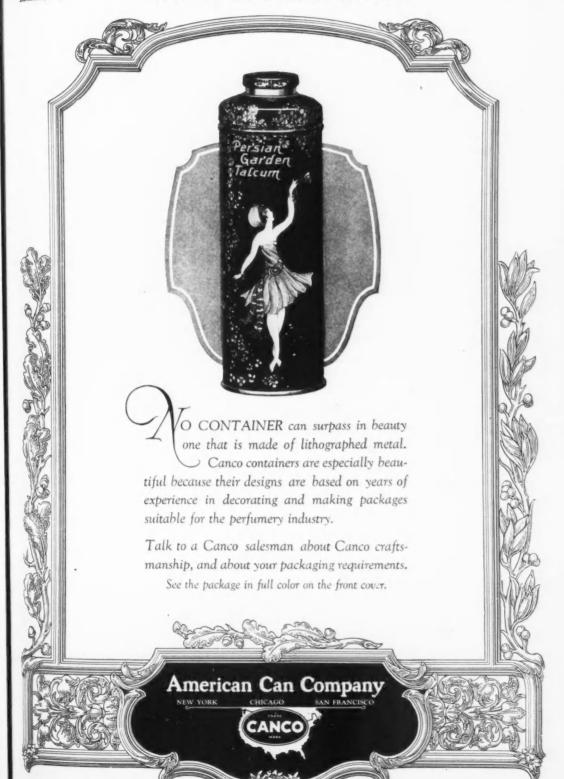
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JUSTIN DUPONT

ARGENTEUIL (France)

One step further than Vanillin

VANILLAL

(Ethyl protocatechuic Aldehyde 100%)

—An Absolutely Safe and Pure Product—

THIS important product has the same appearance, and the same properties as Vanillin, but it is much more advantageous because:

It is guaranteed to be $4\frac{1}{2}$ times more powerful than Vanillin, i.e. where $4\frac{1}{2}$ lbs. of Vanillin are needed, 1 lb. of Vanillal will be sufficient.

Its aroma is closer to that of natural Vanilla, and, therefore, finer.

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It is more economical to use than Vanillin, for an equal odor- and flavor-strength.

It is for the above reasons that Vanillal has already been adopted in France by most former users of Vanillin, and that its use increases constantly among perfumers, as well as among flavoring extract manufacturers the world over.

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Its beauty appeals to the eye, also to the sense of smell. It creates PASSAIC METAL WARE COMPANY

twofold desire for possession

THE CHILD HE CALL

and double incentive to buy.

One of our artists - all of whom are container designing specialists will originate a distinctive design for your package sure to help increase your sales.

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Sequence" calls \$4721.26 in Fruit and Produce



An Advertisement for Bell Long Distance Telephone Service

A CLEVELAND dealer sold \$4721.26 worth of fruit and produce by eight long distance "sequence" telephone calls costing \$9.20.

This firm had a list of 15 out-of-town customers who might buy up to a carload at a time. The list was filed in advance with the long distance operator. When notified, she started putting the calls through. As one was finished, another was ready. Of the 15 calls placed at this particular time, 12 were completed and 8 resulted in sales.

"Sequence lists" of this kind are another convenience for saving the time of the long distance telephone user. In one morning another Cleveland firm, a financial house, placed 47 sequence calls in

bringing out a new bond issue. Forty-five calls were completed, telephone charges were \$40—and sales \$82,500. An Ontario milling company representative, at a cost of \$8.15, sold seventeen and a half carloads of flour and feed. An Idaho wholesale grocery sold \$7000 worth of goods in an hour.

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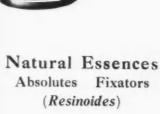
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ARCH, 1928



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Concentrated Aroma Essences



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Our Research Department is always at your disposal to work out special problems.

Your inquiry for samples of our Concentrated TRUE FRUIT Aroma Essences, is solicited.

FLORASYNTH LABORATORIES, INC.



Olmstead and Starling Avenues
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ARCH, 1928

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Good workmanship, of course, but that isn't unusual. What is rare is a good constructive idea—an idea that will improve the appearance, the shape or the design of your tube so as to adapt it for the particular purpose for which the toilet preparation it contains is used. Such an idea helps to make the contents more convenient and more useful to the customer—and it also helps to make it more salable for the dealer.

Better have your tubes made where a lot of this kind of work is done.

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L. H. Brodrick









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The "AMA" ("Soul") Brand

Imparts to your perfume that subtle, mysterious, immortal something we call "Soul," which insures a lasting success to your compositions.

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This masterpiece of the A. Maschmeijer, Jr., laboratories is the finest substitute for natural Ambergris. It considerably excels the natural product in strength. Entirely soluble in alcohol, giving a clear

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The tremendous success with which this Jasmin has met in all parts of the World is the best recommendation for the exceptional value it presents to the manufacturing perfumer.

Samples cheerfully furnished

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Peppermint Mitcham Lavender English Lavender "Exquisia," French Patchouli, Vetivert, etc., etc.

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Natural Floral Absolutes Concretes, Pomades, etc.

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Without exception the sweetest Jasmin known, superior to any, and most economical in its use.

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Extrodor Lavender

an exceptionally fine Lavender for high class Perfumes and Toilet Waters.

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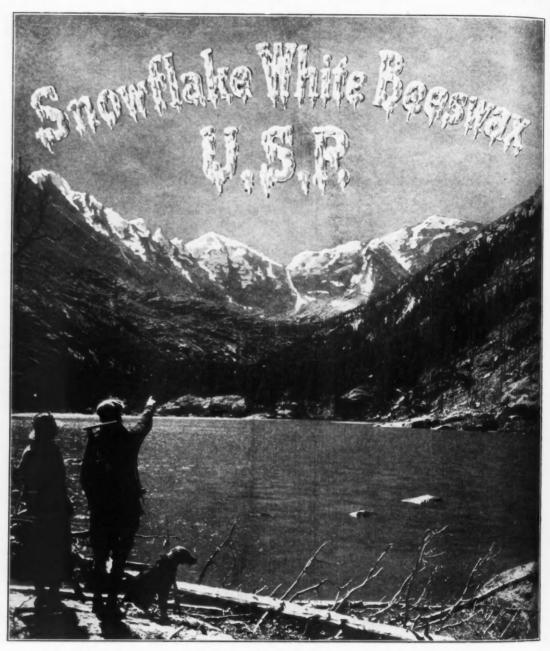
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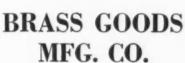
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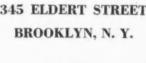
























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0] [1511	ceived immediate recognition from the foremost perfumers. It reduces with startling distinctness the exact odor of the natural f	lower NG
SHIGHT	and ranks today as the outstanding Lily of the Valley on the m	
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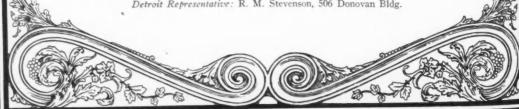
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An Ionone product practically colorless and of flawless perfection. Its price is quite reasonable.

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A roo% product of enormous strength. Its odor is somewhere between that of Amber and of Musk.

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American manufacturing requires quick development of odors.

Ageing is only possible in the rarest of instances. No matter how perfect the blending of your formulas the element of time is necessary for a really satisfactory odor.

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We have succeeded in separating a body which will solve one of the most difficult problems in modern Perfumery.

JASMIN ALDEHYDE 100% is a true Jasmin odor WITH-OUT the slightest touch of chemical character.

It is one of the most powerful scents known to Perfumery but will blend with any odor combination, underlining the desired note without overpowering it.

It should NOT be confused with so-called "Synthetic Jasmin." Like true Jasmin it is a perfume in itself.

JASMIN ALDEHYDE can be equally well used for Perfumes, Toilet Water, Creams, Powders, high class Soaps, etc.

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An orris concrete of unusually fine odor at a very reasonable price.

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A synthetic liquid orris of a powerful and lasting character giving at the same time, the soft mellow effect of the natural.

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at \$25 a pound, 4 ounces to 100 lbs., sells your Cold Cream.

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Blended Conc. Flower Oils

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at \$36 a pound for Perfume Extract, is better than the imported. 8 ounces to the gallon.

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at \$20 a pound, 4 to 6 ounces to 100 lbs., a sure winner for Powders, Creams, etc.

The above are not idle boasts, but repeat orders bear us out on them.

Write for price list of over 300 Blended Oils

Quinine No. 8

Oil at \$6 a pound, I ounce to gallon, produces same odor as imported.

1898 - 1928

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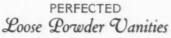
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Our own distillation from carefully selected East Indian leaves. An absolutely pure oil. Considerably stronger than other so-called Patchouly oils.

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The rich flavor of the ripe, fresh fruit. Produces uniform results with maximum economy.

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Distilled in our own plant. Guaranteed of highest purity and uniformity.

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DISCRIMINATING Perfumers prefer the de Laire Aromatics for Perfumes of rare originality.

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A jasmin base of great power and sweetness. A really meritorious item.

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Unusually free from by-odors



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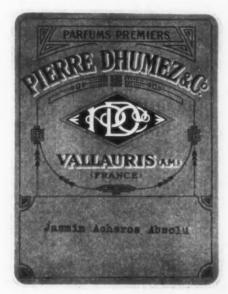
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Easter Lily Oil

\$24.00 per lb.

\$1.60 an oz.

Like the true flower

the exquisite odor-value of this product denotes pureness, simplicity and refinement.

You will be

proud of your preparations characterizing the odor-value obtained by using our Easter Lily Oil.

It may also

be used as a base for compounding other Perfume Oil Creations.

Send us your trial order

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A test of our Jasmin Aldehyde will prove it to be invaluable for bringing out the true Jasmin note in your Jasmin compounds.

It may also be used to advantage in

Lily of the Valley, Lilac, Bouquets, etc.

-Our Slogan-

"The Use Test Is the Only Test"

Write us today for Quotation and Sample

COMPAGNIE PARENTO, Inc.

Croton-on-Hudson

New York City 507 Fifth Ave. Telephone Vanderbilt 8564

N. Y.

Western Branch
St. Louis, Mo.
4434-A Kingshighway N.E.



Narcissus 10

A delightful, a refreshing and a popular odor for Toilet Water.

\$10 per pound.

Narcissus 10A

A product to give to your creams and powders all of the intriguing charm of this popular odor.

\$10 per pound.

Samples upon request

L. A. VAN DYK Manufacturing Chemist

> 20 East 12th Street New York U. S. A.

1928

We Offer You--

AN EXCEPTIONAL SHAVING CREAM

To-day we can use the word "exceptional" advisedly in describing this new shaving cream; for the comments and reactions of those who have used it make such a description a conservative statement of fact. Particularly, in our announcements we first called attention to the important departure in the formula of this cream in that we have used a soap never before used in shaving cream.

copen

Not only have we succeeded in incorporating this soap into a basically new formula, but we have so blended it with other ingredients that the cream is a non-hydrolizing, bland cream that releases no free alkali; will not irritate the tenderest skin; and produces a greater abundance of rich, creamy shaving lather from a minimum of cream, with either hot or cold, hard or soft water—and makes possible a pleasing, quick shave with the same old razor.

CARN

In keeping with our established policy, this cream, in common with other products, is available to you for merchandising under your own brand and firm name. We will pack it complete in tubes and packages furnished by us; a special package to conform with your standard packages can be designed; we will fill tubes and packages furnished by you or ship in bulk. (We are in a position to furnish any size tube desired.)

Send for A Sample

COMMERCIAL LABORATORIES, Inc.

Manufacturing Chemists

NEWARK, NEW YORK STATE

[WE WILL MAKE IT FOR YOU]



HOUSANDS of sheep and acres of cotton are required to furnish the raw material used in Valmont Puffs annually, and these raw materials are controlled from the source to the finished fabric as it comes from our looms.

Volume production of this sort means quality in the finished puff—the right quality for each purpose.

Baby Puffs
Compact Puffs
Double Face Puffs
VANITABS*

"A Puff For Every Need"

* Patents Pending

OXZYN COMPANY

VALMONT DIVISION
154 11th Ave. New York City

"Service for the Manufacturing Trade Exclusively"

Compacts

Rouge and Powder

(more than 150 tints)

Lip Rouge

(more than 50 tints)

Cosmetique

Eye Brow Pencils

Originators of NATURAL ROUGE for Brunettes, Blondes and Olivettes

Quality and Service



Our colors are analyzed every week for their purity and safety by one of the leading Testing Laboratories of New York City. We guarantee our Lip Rouge and Compact Rouge to be absolutely safe and not harmful even if absorbed by the skin.

OXZYN COMPANY

In Business Since 1874

154 11th Ave. New York City



First Impressions -

The closure is the first part of your package that the buyer sees at close range. Almost invariably the bottle is handed out for inspection with stopper foremost. In that decisive instant—a very important one for you—when the buyer mentally accepts or rejects, what does your closure tell the buyer about your product?

If your closure is an Armstrong's Embossed Top Cork, it will give an impression of quality, of cleanliness, and convenience. It will attract—hold—sell. Samples and prices sent cheerfully on request. Armstrong Cork Company, 139 Twenty-third Street, Pittsburgh, Pa.

Armstrong's EMBOSSED Corks

1928





UNIFORMITY



Five Specialties Each a Leader in its Class

Narcissus Extra

A rich fragrant Narcissus odor of exceptional tenacity and sweetness, comparing favorably with the highest priced Narcissus in the market.

The Pound \$34.00

Narcissus Fleur

A Narcissus odor suitable for most uses. Powerful and lasting. A trial quantity will prove its value.

The Pound \$18.00

Amarette

An odor creation that is essentially fragrant and refined. Blends very readily in bouquet types. If you wish your products to equal the best American and foreign odors use Amarette.

The Pound \$14.50

Jasmin Blossom

The completion of an odor depends upon the quality of Jasmin used. Our Jasmin Blossom, is of highest type, will complete a perfume and give it the finishing touch that is expected of the best Jasmin.

The Pound \$18.00

Rhodinol V.D.

The chemistry of Rhodinol is still in dispute, but there is no dispute about our Rhodinol being uniform, free from weedy by-odors, and of superior quality

VAN DYK & COMPANY

6 Platt Street

Founded 1904

New York

In making perfumes with Denatured Alcohol, insure the quality by specifying Van Dyk & Co.'s Brand Diethyl Phthalate.

ANTOINE CHIRIS

COMPANY

Telephone: Spring 1187-1188 147-153 WAVERLY PLACE NEW YORK Cable Address "Chiris" New York

Manufacturers of

Natural Floral Products
Essential Oils Aromatic Chemicals

Producers of

Perfumers' Exotics Vanilla Beans Olive Oil



Since 1768

Branch Offices in the United States:

ANTOINE CHIRIS COMPANY

510 North Dearborn Street

CHICAGO, ILLINOIS

Resident Manager: W. W. DEFREES

THE RAYMOND COMPANY

140 California Street

SAN FRANCISCO, CALIFORNIA

Resident Manager: JAMES T. HANNA

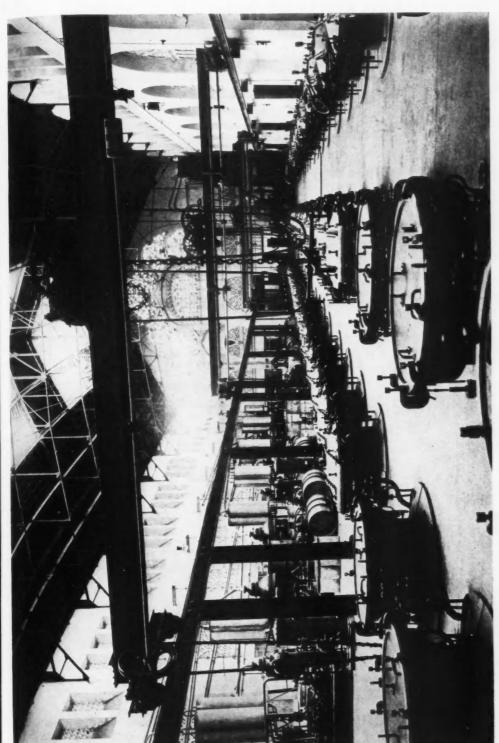
THE SOUTHLAND SALES COMPANY

66 Arcade

NASHVILLE, TENNESSEE

Resident Manager: W. S. MCGANN

н, 1928



Interior view of building for the manufacture of Floral Products by volatile solvent process. (Chiris Factory, Grasse, France)

ши

Cosmetic **Specialists**

Cosmetics Manufactured Per Your Individual Specification Complete Packages Under Your Private Label In Bulk-Or We Complete Your Package

Dependable Service to Manufacturers Exclusively

Compacts (New Process)

Rouge and Powder

Lip Sticks

(Changeable Orange-Indelible)

Camphor Ice Sticks Eyebrow Pencils Water Cosmetique Cream Rouge

Powders

Face and Talcum Bath Dusting

Face Creams

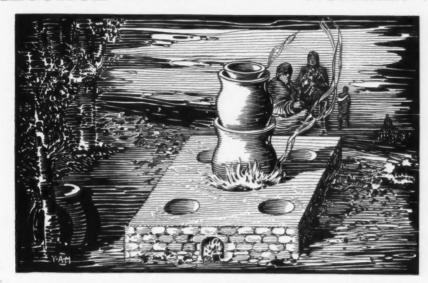
Cleansing Vanishing

etc.

METIC MFG. CO., Inc. 85 CRESCENT AVENUE - NEW ROCHELLE, N. Y.

н. 1928

ALCOHOL THROUGH THE AGES - NUMBER VI



A HORN FULL of CHONG in THIBET

Marco Polo was probably the first European to visit Thibet. He found the Thibetans with no wines—only Chong, a fusion of fermented wheat, rice and barley. The traveler of Thibet always carried a buffalo horn full of Chong, and although it made his burden greater it is said to have made his journey more pleasant. The Still used in Thibet, as illustrated above, is unlike that of any European country, being apparently an Oriental creation throughout. In Thibet, as in many other countries, the benefits of distillation seem not to have been applied to Industrial uses.

In this country the most modern distillation apparatus and most improved operation methods have always been employed in the plants of the Kentucky Alcohol Corporation. Long before the Tax Free Alcohol Act was passed, the Kentucky companies were producing all grades of Alcohol to meet the various needs of Industry.

KENTUCKY ALCOHOL CORPORATION

30 BROAD STREET

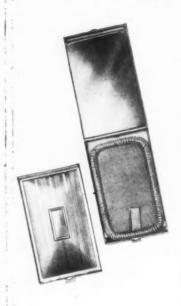
NEW YORK CITY

Address Sales Representatives, Listed in Our Former Advertisements, and Those Which Follow, for Your Industrial Alcohol Needs.

NOTE: This is number SIX of a series of advertisements which will appear in this and other trade publications. We have had so many comments and requests for copies of these advertisements that we have decided to issue the entire series in booklet form, after they have appeared in the publications. As the edition will be

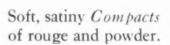
limited to the number of requests on hand at the time of publication, we invite you to write for your copy now—it will be sent FREE when the booklet is completed. Address the Kentucky Alcohol Corporation direct, or any one of our sales representatives, whose names appear regularly in this space.

Where reputations are cherished





(Patent applied for)



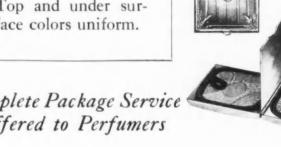
Free from any trace of coarseness or color spots.

Smartest shades of brilliant tones.

Top and under surface colors uniform.



Complete Package Service Offered to Perfumers



AMERICAN PERFUMERS

Makers of the World.

151-153 West Nineteenth Street

н, 1928

d

Apli-Process Products are used











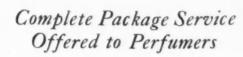


Indelible to a practical degree.

Smooth, even distribution for shaping.

In most wanted shades of the season.

Absolute purity shown by tests.











LABORATORIES, INC.

the World Finest Cosmetics

IERS

New York City, N. Y.

Manufacturers in the Middle West: send to Chicago for Supplies

IN LARGE LOTS OR SMALL

Manufacturers of toilet preparations, soaps and flavoring extracts in the Middle West may obtain complete supplies of raw materials of the same quality, and the same uniformity as in the centers where they are produced—but with the added advantage of local service and prompt deliveries.

No matter how large or how limited your requirements may be the wide range of raw materials carried in stock in Chicago make it unnecessary to look elsewhere for supplies.

We are one of the oldest houses in the Chicago market—the primary market of the Middle West—and are equipped by experience and facilities to offer prompt, complete and dependable service.

Lilac Blossom N.

(Premier Lilac Essence)

LILAC BLOSSOM N. yields itself to dilution with Alcohol in the production of High Grade Perfumes and Toilet Waters; also recommended for Lotions, Powders, and Creams.

Its intense, Lasting, True - to - the - Flower Sweetness makes it a most useful addition to other perfumes where the flowery sweet note is to be accentuated.

Price per pound..\$35.00 trial ounce.. 2.50

NEUMANN-BUSLEE & WOLFE

MERCHANTS-IMPORTERS-MANUFACTURERS

224-230 WEST HURON STREET CHICAGO, ILLINOIS

ETGBLISSEMENTS GLBERT VERLEY

ILE ST.-DENIS (Seine), FRANCE

JASMINIQUE ALDEHYDE

Etablissements Albert Verley are the discoverers, originators and the first manufacturers of this product.

IT IS REGISTERED U. S. PATENT OFFICE

Jasmin Aldehyde, Jasmine Aldehyde, Jasminic Aldehyde, etc., are not JASMINIQUE ALDEHYDE.

No other product can be favorably compared with Jasmique Aldehyde, so far as carrying power, true Jasmin odor and sweetness are concerned.



Sole Representative U. S. and Canada

ALBERT VERLEY, Inc.

DAVID A. BENNETT, Pres.

11 E. Austin Ave.

Chicago



Sole Representative U. S. and Canada

ALBERT VERLEY, Inc.

DAVID A. BENNETT, Pres.

II E. Austin Ave.

Chicago

NEROL

Nerol exists in various quantities in all the natural flower essences such as Rose, Fleur d'Oranger, Neroli, Jasmin, Cassie, Tuberose, Réséda, Ylang-Ylang, etc.

We have obtained a patent for the manufacture of Synthetic Nerol identical with the natural product, but much lower in price. This most important discovery, "Nerol," is appreciated by the outstanding perfumers of the world. Nerol is employed up to 30%, to impart to the numerous Bouquets a much finer character without changing the original note.

Tuberique Alcohol

(Trade Mark Reg. U. S. Pat. Off.)

A new, interesting French novelty, extremely sweet, tenacious and refreshing, especially useful for imparting flowery effects.

It reminds one of the odor of fragrant flowers of privet, cultivated so freely in France, and to a certain degree also of the actual tuberose flower.



nc.

hicago

HYDROQUINALDEINE





A NEW
BASE FOR LILAC
EXTREMELY POWERFUL



RECALLING THE ODOR OF THE FLOWER WITH THE FIDELITY THAT JASMINIQUE ALDEHYDE AND ALCOHOL GIVE THE JASMIN NOTE

ETABLISSEMENTS ALBERT VERLEY ISLE S'DENIS (Seine)

Sole Representative U. S. and Canada

ALBERT VERLEY, Inc.

DAVID A. BENNETT, Pres.

11 E. Austin Ave.

Chicago

Printed by Service Departm American Perfut



PAINTING THE LILY

"It's darling! Don't you just love it!"

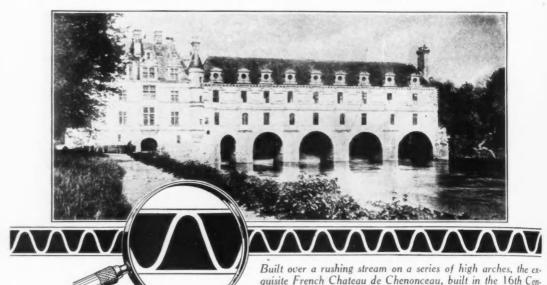
WHEN Milady says these things about your package, sales resistance drops to zero.

Our handblown plant is "painting the lily" for many of America's most successful perfumers adding beauty to fragrance with flattering containers that win Milady's eye and favor.

Shown above is Bottle No. 317 with Ground Glass Stopper No. 133, and Bottle No. 316 with Ground Glass Stopper No. 124. Both are I ounce capacity. Both are original designs created by our handblown plant.

Illinois Glass Company · · · Alton Ill·

Printed by Service Department American Perfune



Mid-West Makes a Box For Every Shipping Purpose

The big Mid-West line of regular and special Corrugated box designs offers a very complete variety of packages for every purpose where Corrugated containers are required by shippers. Fragile glassware, goods affected by rapid changes in temperature or humidity, bulky goods such as large, heavy cans, or items for export, all find a proper Mid-West container to meet each condition-light, with strong, high-arched corrugations offering effective, aggressive resistance to abuse and remarkably low in cost in the final analysis. Let us prove this statement to you.

Every production man in Mid-West employ is intensively schooled to support the high quality ideal which for so many years has enabled critical buyers to say "If it's Mid-West-it's right". Buyers! Don't fiddle with sliced prices on poor grade fibre! The high quality Mid-West product is dependable-always-and lowest in cost in the long run.

Our Solid Fibre containers, you will find, have every characteristic of strength, resistance and quality required by the careful shipper, parallel in these respects to our Corrugated. The buyer cannot go wrong on either becausethey are right. Their records of service are open for everybody to judge.

What are your requirements? Let us help you economize on your packing and shipping. Mail coupon today. No obligation.



The strong high corrugations of this box offer an efficient wall of defence against transportation abuses.

MID-WEST BOX COMPANY

CONTAINER CORPORATION OF AMERICA

111 W. Washington St.



CHICAGO, ILLINOIS

Capacity 1000 tons per day

RETURN COUPON

MID-WEST BOX COMPANY

tury, exemplifies the strength of the perfect arch in supporting the great weight of its superstructure. Similarly the high-arched, resilient corrugations in Mid-West boxes will protect your shipments from pressures, shocks and vibrations.

III West Washington Street, Chicago, Dept. 43

Gentlemen: Please have one of your experts check our present packing and shipping methods—without obligating us—for the purpose of reducing our costs if possible.

Five Mills - Nine Factories

MARCH, 1928



Pacemakers That Hold the Spotlight

THEY remain constantly in the sales spotlight. They loom head and shoulders above their competitors. Sheer merit and firm insistence upon unvarying quality have made them leaders, season after season, year after year.

They are the pacemakers!

There is a direct relation between Commonwealth products and many of the widely-known products that today are recognized as pacemakers. Commonwealth Vanillin and Coumarin both possess a uniformity and purity that help to make dependable quality in these products possible.

Apart from the strict standards of strength and purity maintained in producing Mathieson fine chemicals there is the well organized Mathieson service that insures quick shipments from conveniently located warehouse stocks. We invite you to become one of the long list of Mathieson customers.

Commonwealth Division

The MATHIESON ALKALI WORKS (Inc.) NEW YORK CITY

250 PARK AVENUE

PROVIDENCE CHARLOTTE CHICAGO. G DEAL DIRECT WITH THE MANUFACTURER O SALTVILLE, VA . NEWARK, M. ..

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t trans-



When you say the word ,

GREAT SHIPS—strings of tank cars—motor trucks—warehouses—chemical laboratories—all at your instant command through our finger-tips!

The world's largest, smoothest-working producer and *deliverer* of alcohol products.

Unlimited quantity for the largest buyer—immediate attention to the smallest.

And perhaps most important of all, a rigid insistence on uniform quality. Standardized materials for standardized products—at prices that are always "in line."

U. S. INDUSTRIAL ALCOHOL CO.

'U. S. INDUSTRIAL CHEMICAL CO., Inc.

110 East 42nd Street

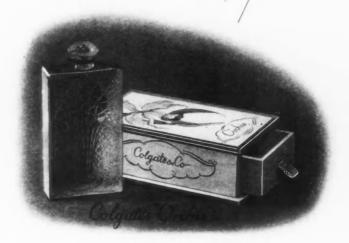
New York, N. Y.

Sole Manufacturers of PYRO—the standard anti-freeze

1, 1928

Like the maker's symbol on an exquisitely wrought object of art. the trade-mark of the Karl Voss Corporation is an assurance of the highest quality and careful workmanship in fine paper boxes.





KARL VOSS CORPORATION

MANUFACTURERS OF PAPER BOXES

LIPTON BUILDING FIFTEENTH STREET HOBOKEN NEW JERSEY

NEW YORK OFFICE 30 E. 42nd St. Phone Vanderbilt 8448

COMPAGNIE DUVAL

32 CLIFF STREET

NEW YORK, N.Y.

OLEOL OREON NEW

Imparts an elusive spicy odor to your finished product. The fragrance it develops is very distinctive and will be found to possess extraordinary lasting qualities. Well worth a working trial.

DRAGOCO - HOLZMINDEN, Germany HYDROXY CITRONELLOL

Manufacturers of fine aromatic chemicals of highest standards

SCHMOLLER & BOMPARD - GRASSE, France MIMOSA ABSOLUTE

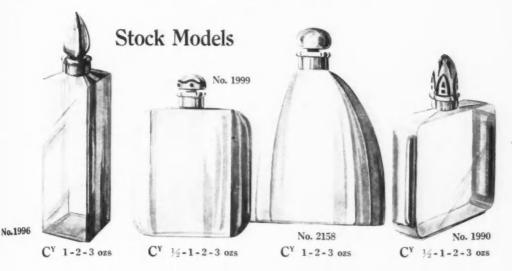
We suggest that you try this product as the base of an especially fine perfume oil for powders. Price permits its use in practically all cases

MARIO DE PASQUALE - MESSINA, Italy Manufacturers of Citrus oils and Terpeneless oils of the highest quality

D. M. BAKARDJIEFF - KARLOVO, Bulgaria
Otto of Rose as It comes out of the still

We will be pleased to submit suitable samples together with prices upon request

н, 1928



French-American Glass Co.

130 Bleecker Street, New York

SOLE AGENTS OF THE CRISTALERIES

NANCY (FRANCE)

Special for

High Luxury Bottles

The most important production in the world

Study of Models

Moulds
Enameling
Decoration
Patina, etc.



TRADE MARKS

ARE VITAL ASSETS

HE perfume, toilet preparations and allied industries are more dependent upon their individual trade names and artistic attractive packages for the expansion and preservation of their business than most other industries.

While the basic trademark and patent laws are fixed, their application is subject to continual variations and changes due to the constantly progressive ideas of the courts.

Rights under these laws are involved in an intricate tangle of decisions impossible of correct understanding by any one other than an expert patent and trademark attorney.

The business man cannot afford to guess in a matter of such vital importance to the existence of his business, as the matter is too closely allied with his profits to be superficially considered or entirely ignored. He must know—and

know positively—that his property is properly protected from invasion and that he is not trespassing upon the rights of others.

THE Patent and THE AMER-ICAN PERFUMER & ESSEN-TIAL OIL REVIEW is organized to give proper advice and protection to its readers. It is under the management of an expert patent and trademark attorney of many years' experience and prac-Its files and records are most complete for a determination of any problem that may be presented. It is capable of furnishing information upon all branches of these laws and in rendering as accurate decisions as may be possible under any particular set of circumstances. It is a highly organized legal department capable of advising you and of protecting your legal rights in both the Patent Office and the Courts.

Submit your problems to the
PATENT AND TRADEMARK DEPT.
Perfumer Publishing Company
81 Fulton Street, New York

1928

CONVENIENCE - BEAUTY - QUALITY





CCESSORIES to feminine beauty must possess the charm and distinction that attract women. This is especially true of such a dainty, intimate adjunct as a lipstick. In addition to unusual beauty of design and finish, Scovill offers two exclusive features in lipstick containers. Three "steps" act as stop guards in the barrel, hold the lipstick at different heights and prevent

it slipping back when in use. Another device, the hinged cap, prevents the inconvenience of a lost lipstick top. Let Scovill co-operate with you in producing lipstick containers featuring convenience of use, beauty of design, and quality of workmanship.

Scovill means SERVICE to all who require parts or finished products of metal. Great factories equipped with the last word in laboratories, and modern machinery manned by skilled workmen, are at your disposal. 'Phone the nearest Scovill office.

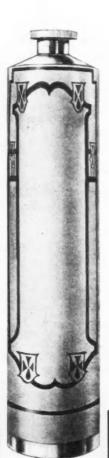
SCOVILL

MANUFACTURING COMPANY - Waterbury, Connecticut

NEW YORK — CHICAGO — BOSTON — SAN FRANCISCO DETROIT — PHILADELPHIA — LOS ANGELES — ATLANTA PROVIDENCE — CLEVELAND — CINCINNATI IN EUROPE — THE HAGUE, HOLLAND

Member, Copper and Brass Research Association

TURNER



THE world gives its admiration not to those who do what no one else attempts but to those who do best what others do well.

-Macaulay

Quality tubes for quality products.

TURNER WHITE METAL CO., Inc.

Manufacturers of Collapsible Tubes Since 1898 New Brunswick, N. J.

TUBES

ЭН, 1928

Better Appearance and Protection

(enabling strictest compliance with parcel post regulations)

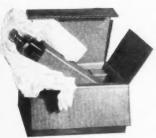
In Mailing Samples, etc.



KIMPAK improves the appearance of this package of a nationally advertised antiseptic limiment. Used on large and small bottles.



The makers of a new fountain pen ink, recentintroduced on a country-wide scale, employ CMPAK as absorbent packing for all parcel post adjuments. In their own words: "It was absoledy necessary that we have an efficient adeasily arranged material. Your KIMPAK certainly was exactly what was needed."



This is the way a famous dentifrice known to marly everyone in the country is put through themails. Just another large user of KIMPAK.

CONSIDER KIMPAK
crepe wadding, a quality
packing material — white, soft,
clean, highly absorbent, of absolutely dependable consistency
in thickness and grade throughout. Used by foremost national
advertisers for parcel post shipments of liquids, because
economical, attractive, exceeds
postal requirements as absorbent wadding, opens up without muss, easy to apply.

Packages are protected from breaking by its soft resiliency. Its super-absorbency ends leakage bother. It is the packing you have been seeking. It absorbs sixteen times its weight in liquid and does it almost instantly. Far greater bulk than strip cotton or wadding, but costs less. Easily cut to any size desired.

KIMPAK is ideal for packing tablets, capsules, ampoules and various pharmaceuticals, cosmetics, all sorts of bottled goods, scientific instruments, all fragile and highly polished articles, large and small.

Mail coupon today for sample —try with your own problems.



Millions have been spent to make this product a household word. All professional samples are packed in KIMPAK for mailing, which protects the package from breakage and gives it a most attractive appearance.



One of the world's best known skin lotions is sampled widely in a small malling carton using KIMPAK, because, as its maker says, "It is the finest absorbent we can find and adds to the appearance of our package."



sential oil makers in America pack their products for parcel post. They say, 'It's the best absorbent packing material we ever used. During the years we have used it we have had no breakages."

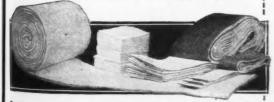
A Quality Product Used and Endorsed on Foremost Quality Products

Kimpak

Crepe Wadding

Trial sample awaits your request. The experience of one of our service men may assist in improving your present putup. Fill in coupon TODAY—no obligation to you.

Put Up for Your Convenience in Rolls, Sheets, Pads



UJE	COOLOU	LOW	TOOM	LHEE	ON MELLE	

KIMBERLY-CLARK CO., Neenah, Wis.

A. P.-3

Address home office or sales offices at:

208 S. La Salle St., Chicago, Ill. 51 Chambers St., New York City

We accept your offer to send roll of KIMPAK CREPE WADDING to test out under actual conditions. Also send prices.

Name ..

Attention .

Attention

We are interested in:

to the microsted in.

() Sheets, size...... () Pads, size......



Atlantic Manufacturing Co. 555-563 So. Belmont Ave., Newark, N. J.

Western Representative:
1. D. FADEN, 300 West Adams Bldg., Chicago, 111.
Phone State 2624

1928







New Glove Size Vanities

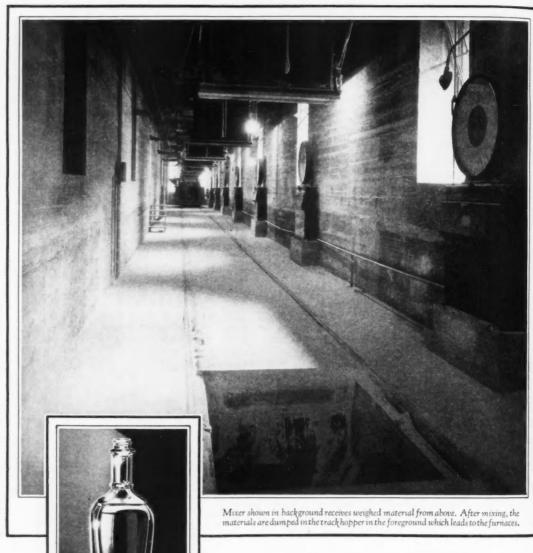
1½ and 2 Inch Thin Wafer or Watch Case Models

Any Finish. Engine Turned
Floral Head and Figure Designs
Warranted Hand Painted
Attractive Colors
Cloisonette Enamelled Finish
Nickel, Gold, Gunmetal.

Write for Samples and Full Information.

THE REICH-ASH CORP.

Largest Manufacturers of Cosmetics and Novelties
59-61 Reade Street New York



OWENS BOILES

Glass ingredients are accurately proportioned

ALL the ingredients that make up the batch from which Owens bottle glass is made are carefully weighed before going into the furnace for melting. Experience has proved that the finest glass is made from silica sand, soda ash and lime in definite proportion. These materials are carefully weighed into a traveling mixing machine, which is filled from above. The prepared batch is then dumped to be conveyed into the furnace. The purity of the materials, their accurate measurement and thorough mixing are tremendously important in making high quality Owens Bottles . . . The Owens Bottle Company — Toledo.

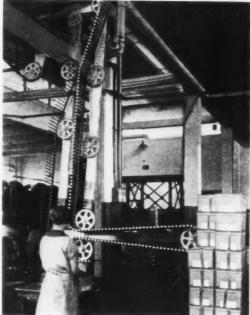
RCH, 1928

from fully ting. nade

porto a ove. eyed heir trevens

edo.

a glimpse at the Juni



LLUSTRATING a *Slaw* designed automatic printing oven, housing and isolating each tube from contaminating or mechanical damage throughout its cycle. The best way our engineers can find to build a tube with rapidity, economy and quality. Patents pending.

Frank flynch

Thank you for reading this advertisement

QUALITY

CANNOT,

BE COPYRIGHTED



ARTISTIC COLLAPSIBLE TUBES

or6

New York Office 41 Park Row

HILLSIDE. N.J

Business is excellent...

Our 1927 gain was 37%. For two periods of 1928 we show 41%. 60% is expected for the year.

As I write this copy, I have three inquiries on my desk for 56,000 gross (8,064,000 tubes).

Jank Hofush Pres

P. S. Sun Tubes are purchased as rapidly as we can build them.

(Thank you for reading this advertisement)

MAKE

Vanity Cases

Rouge Cases

Paste Rouge Containers

Lipstick Containers

Eyebrow Pencil Holders

Perfume Bottle Caps

Metal Novelties to order

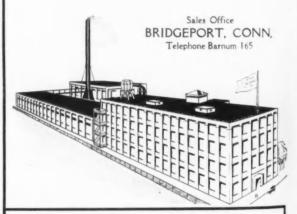
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If not, write us for full information about our service in supplying the very latest ideas in beautiful hand made or machine paper boxes for perfumes and toilet preparations.



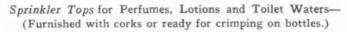


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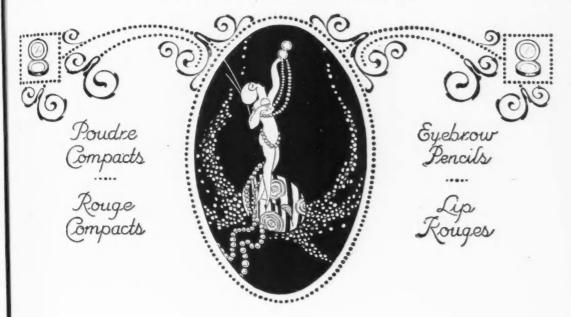
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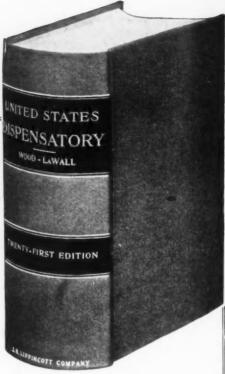
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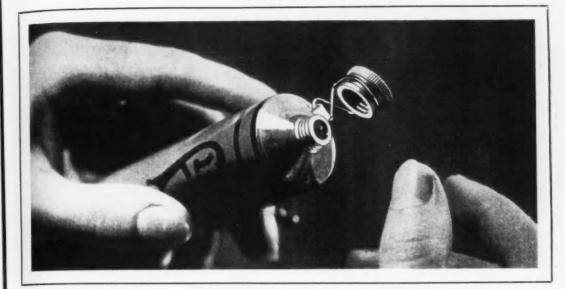
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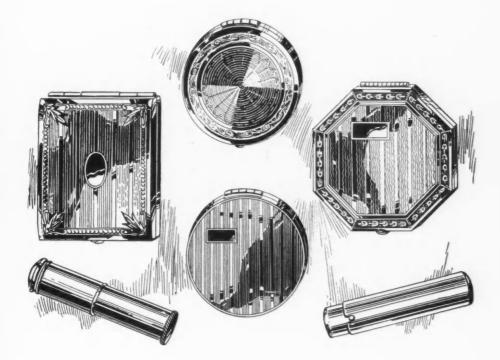
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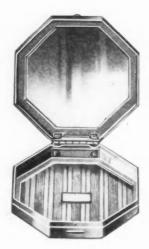


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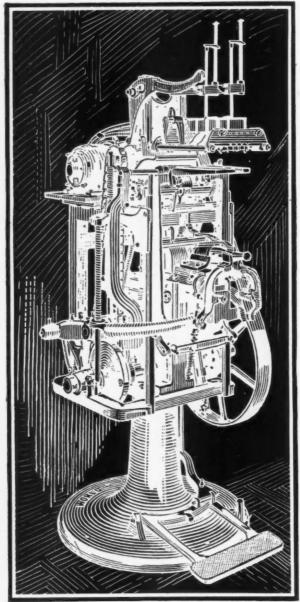
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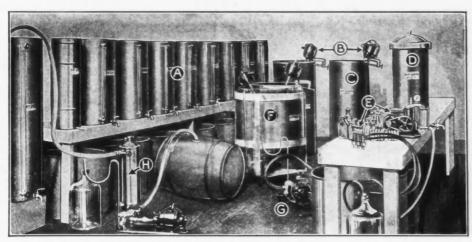
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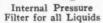
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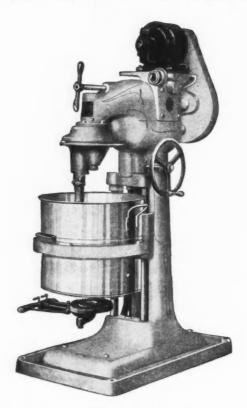


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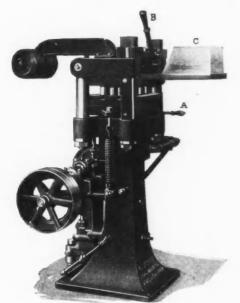
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our location in the heart of the corn our matchless facilities for obtaining 1ary centers selected corn from which

grain alcohol is made, coupled with our efficient large scale production, we are able to effect many economies in manufacture which we pass on to our customers. Considering the standards of absolute purity and uniformity which we maintain, our quotations on Certified Grain Alcohol are in reality remarkably at-

THE ROSSVILLE COMPANY LAWRENCEBURG INDIANA, U.S. A.

The Spiritofthe Nation



A NEW FILLER!

HERE'S a new filler for all glass sprinkler top bottles. It is built to handle all sizes and styles of bottles of this nature. Pictured is a 6 tube outfit, but is also obtainable in 8 and 12 tubes.

It is a very rapid and most efficient filler, and what's more, the price is reasonable. Complete information on request.

U. S. BOTTLERS MACHINERY CO. 4015 No. Rockwell Street CHICAGO, ILL.

Consulting Chemist



Examination and supervision of raw and finished products
Analysis of cosmetic and toilet preparations
Chemical and microscopical examinations
Formulae and processes of manufacture
Research problems and investigations
Forensic chemical work, court cases
Microphotographic work

Phone: Trafalgar 1733

Correspondence invited. 115 West 68th Street New York City



Did you ever object because a quotation was too low?

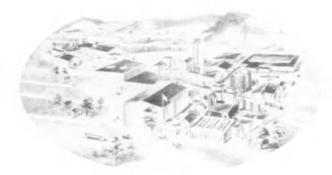
AS a buyer of alcohol, many times you have questioned a quotation which you thought too high. But did you ever question a quotation because it was too low?

In itself a low quotation may be a circumstance of suspicion. When a lower price is offered as a reason for *buying* a product, it may be a good reason for *not* buying it.

With our location in the heart of the corn belt and our matchless facilities for obtaining from primary centers selected corn from which real grain alcohol is made, coupled with our efficient large scale production, we are able to effect many economies in manufacture which we pass on to our customers. Considering the standards of absolute purity and uniformity which we maintain, our quotations on Certified Grain Alcohol are in reality remarkably attractive.

THE ROSSVILLE COMPANY
LAWRENCEBURG INDIANA, U. S. A.





T is sound business to deal with a manufacturer of established reputation. He cannot guard his reputation without taking proper care of you.

04.5

The term "Grain Alcohol" is correctly used only when it refers to alcohol distilled from grain. Rossville alcohol, being distilled from selected corn, is genuine grain alcohol and should not be confused with ordinary ethyl alcohol.

The Possville Company
LAWRENCEBURG, IND., U.S.A.

OFFICES.

Atlanta Detroit Baltimore Louisville Buffalo Minneapolis Charlestown, Mass. New York City Chicago Philadelphia Cincinnati Pittsburgh Cleveland St. Louis

Printed Service Department of Printed Printed

Beehive Brand Beeswax

Sunbleached

The Standard of Quality For Over Seventy Years Purity Guaranteed

Spermaceti Ceresine Glycerine Stearic Acid Red Oil

Established 1855

WILL & BAUMER CANDLE CO., Inc. SYRACUSE, N. Y.

DUPLEX SEALS GUARANTEE CONVENIENCE and PROTECTION



Look at the Vanishing Creams illustrated above. Each is the product of a well-known manufacturer—each is used and liked by thousands of women—and each and every jar is sealed with a Duplex Seal. Of Duplex Seals, both in sealing and re-sealing, keep the delicate

vanishing creams soft and moist until the last bit is gone—easily operated—off with a quarter-turn of the wrist—and on again with the same easy motion. Of The neat appearance of Duplex Seals enhances the package appearance and helps to create a greater sales value.

National Seal Co., Inc. Executive Offices and Works 14th Avenue and 37th Street Brooklyn, N. Y.

20 West Jackson Blvd., Chicago, Ill.

Duplex Seal

A PERFECT SEALING & RE-SEALING
CAP FOR GLASS BOTTLES & JARS

Newport Bldg., 68 Devonshire St. Boston, Mass. Pacific Coast Representatives: Morgan & Sampson—501 Howard St. San Francisco, Calif. State of Kentucky Representatives:

State of Kentucky Representatives: Lewis & Culp-226 North 15th Street Louisville, Ky.

MAI



Color is the big thing in advertising. Color is the big thing in display. Why delay investigating a material now available for containers that offers you all the advantage of brilliant coloring in infinite variety?

KAROLITH, the new material, is now available in eighty different colors and mottles and can be had as well in imitation of jade, ivory, amber, shell, horn, onyx or marble. KAROLITH has no objectionable features. It is odorless, tasteless, impervious to alcohol and cannot in any way affect the delicate odors and fine textures of creams, powders, solid perfume, etc.

KAROLITH is practically unbreakable, thus reducing breakage claims which are so annoying not only to the manufacturer but to the retail trade as well. KAROLITH takes a beautiful lustrous polish, which cannot be marred. It can be engraved upon or printed upon and is easily worked so that even the most delicate, dainty little jar, compact or container can be produced from this colorful material.

KAROLITH

A representative from the Karolith Corporation will be glad to cooperate with you so that you may secure continuous supplies of containers no matter how large a business you maintain or develop. Write tcday asking a representative to call to show you samples of this material. These samples will stimulate the creative genius of your package designer.

KAROLITH Furnished in Rods, Sheets and Jubes

189-207 THIRTEENTH STREET LONG ISLAND CITY

Complete Manufacturing Service

W

E are in a position to relieve you of the manufacturing burden of your entire line. Why invest your capital in

equipment when we can supply you at prices no higher than your own would be?

Our analytical and chemical departments are thoroughly experienced in developing formulæ for all sorts of preparations. We are in a position to deliver complete packages to you, specially packed in your own jars or bottles and labelled to your order, or else deliver in bulk quantities.

Creams and Toilet Waters
Liquid Shampoos
Shaving Cream
Astringents
A full line
of
Cosmetics

Agents Wanted in All Cities



Allied Drug and Chemical

220 East 134th Sfreet, at Third Avenue New York

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Cable Address "ADACCO," Bentley Code

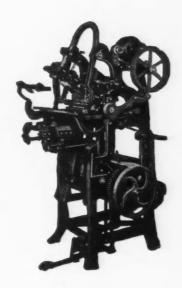
Meeting Competition

OMPETITION is met in two ways: One is to lower prices and accept lower profits -the other is to reduce production costs.

Labeling, which is a factor of consequence in production costs, may be materially reduced by the NEW ERMOLD LABELER.

And in addition your package will look neater, cleaner and more saleable.

We will be glad to demonstrate without obligation how the NEW ERMOLD may reduce your labeling costs.



EDWARD ERMOLD CO. Hudson, Gansevoort NEW YORK, N. Y.

Freyseng Cork Co., Ltd., Montreal & Toronto

FRANCE

GREAT BRITAIN Matthew Wylie & Co., Ltd., London & Glasgow

The No. 14 Machine -

FILLS CLOSES CLIPS EJECTS-

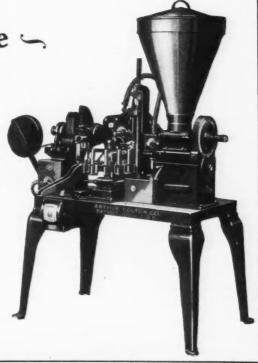
> All sizes of tubes from 1/2" to 11/2" diameter

WITH ONE OPERATOR at the rate of THIRTY TUBES

per minute. Figure out the saving presented and write us now.

Don't experiment with your production-Buy proven equipment-Investigate thoroughly and your ultimate choice will be "COLTON"-the standard for over 20 years.

Arthur Colton Company 2604 East Jefferson Ave., Detroit, Mich.





Smallest and Thinnest Double for Compacts or Loose Powder

High polished, durable enamel in ten different shades

Full size mirror Push button catch Improved mirror opener Diameter 13/4 inches Unusually well made



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A popular sifter



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RYLAND BUILDING

A lilac worthy of your attention—

OIL LILAC SUPREME

Just the product to impart that true characteristic odor of the lilac flower to your talc, creams or toilet waters.

A trial ounce, sent postpaid for \$1.00, will convince you of the merits of this lilac.



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ESSENTIAL OILS and AROMATIC CHEMICALS

Chicago Office: 808 North Clark St.

161-163 Water Street NEW YORK, N. Y.

COLOR!!

GOODBYE OLD STYLES!
HOWDY MODERNS!

IS THE ORDER OF THE DAY++

New thrills, esthetic and sensuous, are being sought

Color is one answer to the demand.

Make the most of the "new" while you may.

Peerless is ready sas usual a jump ahead of some others.

Now we can have some fun. Let us tell you how.



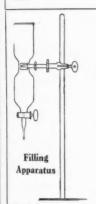
PEERLESS TUBE CO.

48 LOCUST AVENUE Bloomfield, New Jersey

ATTRACTIVE NOVELTY VIALS

SEALTIGHT

A capping material alcohol and ether proof, also transparent. Sold in 1 pound cans, sufficient for sealing 15 gross small vials.



Consisting of a heavy glass container meunted on a metal stand with removable clamps. Furnished in sizes: Sez., 1 pt., 1 qt.

At Last.'—

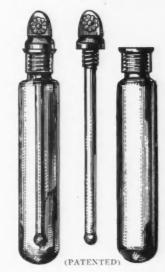
the latest improved VIAL

With Inside Screw Stopper (with or without rod).

ALL GLASS

Stoppers FIT AIRTIGHT and are INTERCHANGE-ABLE. Better than a GROUND in STOPPER. Can be supplied in all sizes.

Also complete line of plain and striped vials and novelty perfumery glassware.



ASK FOR SAMPLES AND PRICES

Scientific Specialties Co., Inc.

MANUFACTURERS-IMPORTERS-EXPORTERS

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Let Us Be Your Factory

Save Manufacturing Overheadand be Assured of Quality Products

HE trend of competition emphasizes anew the tive prices. economies that may be effected if we manufacture your toilet articles for you.

Our chemists have had broad experience in making buying raw materials in quantity enable us to render un-

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We manufacture for several nationally known concerns that have no manufacturing facilities-and we also serve large department and chain toilet preparations and our drug stores who feature their complete modern equipment own lines. We make drop coupled with our facilities for shipments if desired, thus saving freight and labor.

Your formulas or ours.

Write for Full Details

Cold Cream Cleansing Cream Vanishing Cream Astringent Cream Cocoa Butter Cream Tissue Builder Lotions Astringent Muscle Oil Hair Tonic Shampoo Perfumes Toilet Water etc., etc.

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INCORPORATED

Paper Boxes Perfumers

285 Madison Ave. New York City

Factory: Rochester, N. Y.

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Every

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If you

AMER-SOL Control Methods Give AMER-SOL Quality and Uniformity

This has a Distinct Relationship to the Quality and Uniformity of Your Finished Products.

A S ONE of the largest producers of Industrial Alcohol, AMER-SOL naturally employs every method that will contribute to the full attainment of the highest standard of quality.

Every AMER-SOL operation is rigidly controlled — from the testing and selection of the best raw materials procurable, right through the highly complex, scientific handling of these materials in the essential operations of fermentation, distillation and rectification.

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Industrial Alcohol

(All Formulas)

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ALCOHOL.
AMYL ACETATE
AMYL ALCOHOL, REFINED
BUTYL ACETATE, NORMAL
BUTYL PROPIONATE
DIBUTYL PHTHALATE
DIETHYL PHTHALATE
COTTON (NITROCELLULOSE) SOLUTIONS
ETHYL ACETATE

FUSEL OIL, REFINED

COLLODION
ETHER, PURE AND
TECHNICAL
AMMONIUM IODIDE, U.S.P.
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SODIUM IODIDE, U.S.P.
TINCTURE OF IODINE,
U.S.P.
IODINE, RESUBLIMED
NITROUS ETHER

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AMERICAN SOLVENTS & CHEMICAL Corporation

Executive Offices: 285 Madison Ave., New York Sales Offices and Warehouses in Principal Cities

Sales Offices and Warehouses in Principal Cities

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As Natural Flower Oils are costly, why not consider replacement of such oils in your formulas?



This is the day of progress and Bischoff Synthetic Oils will be found fully satisfactory to replace Natural Oils in present day formulas.

JASMIN FLEURS

No. 633

We offer this product for its strength and odor value. We claim it will meet any comparison with the Natural Flowers, and that no variation from the blossom-born product can be detected.

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Adaptable to the best formulas. We have established absolute uniformity in the ingredients, process and performance by scientific laboratory control.

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Results are what you want, let us prove our claims by results you can obtain by an experimental order sent today.

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Waterbury Paper Boxes

ARTISTIC boxes of unique designs, shapes and colors.
Gold stamped or plain, fancy covered.

Our samples and prices will convince you of the superiority of Waterbury boxes.

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OAK MOSS OLEO RESIN \$6.00 lb.

for general use, superior in quality by lack of solvent's by-odor

 $2\frac{1}{2}$ and 5-lb. aluminum containers

OAK MOSS OLEO RESIN LIQUID \$11.00 lb.

for perfumes and bases, fluid material, chlorophyl partly eliminated.

1-lb. glass containers

a colorless liquid for powders, creams, etc.

1-lb. glass containers

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ESTABLISHED 1881

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THE BEST KNOWN BRAND SOFIA, BULGARIA

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Stock Model
1½-inch rouge box.
Also
2-inch compact box.

The have a wide variety of popular stock models from which to make a selection. We will also be glad to create a box for your exclusive use. Write for full particulars.

Samples cheerfully furnished.



push button catch; watch case hinge; high polish; hand, engine turned, engraving.

An entirely new model.
Originated by us. 134 x 236 inches.



Manufacturers of Metal Specialties 67-69 SPRING STREET, NEW YORK, N. Y. Canal 3757



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Specialists in ~

Vanilla Beans

We are direct importers of all varieties of vanilla beans-Mexican, Bourbon, Tahiti, Guadaloupe and Java. Years of experience enable us to give our customers prompt and efficient service We have direct connections with all French islands of production.

Oil Geranium

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Warehouses: Marseilles, France, and Papantla, Mexico

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Société Coopérative des Propriétaires d'Orangers des Alpes-Maritimes

COMPOSÉE DE LA PRESQUE TOTALITÉ DES PROPRIÉTAIRES D'ORANGERS DU DÉPARTEMENT





SIÈGE SOCIAL: VALLAURIS (Alpes-Maritimes)



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NEROLI BIGARADE ESSENCE

8,000 7,750 10 kg..... " 25 kg..... 7,500

5,500 9,500 5,000 Essence of Orange Shoot Water

NEROLIUM is a cooperative society which has as its members the majority of the orange blossom producers of the Department Alpes Maritimes (France). They own factories in which their whole crop can be distilled, and according to their statutes only pure oils are produced.

We offer our oils in sealed bottles of 250 gr. and in lead-sealed outside-packing and guaranteed absolutely pure products. Samples upon request.

Faithfully serving the trade since 1877

Creams
of all kinds
Perfumes
Toilet Waters
Shampoos
Face Powders
Sachets, etc.

Comparison and demonstration prove Bradley values. The increasing demand verifies it. The satisfaction of thousands confirms it.

Let us send you samples and quotations

Our Specialties:

LEMON CREAM VIOLET AMMONIA WATER In Bulk or Individual Packages

> Buyers Imprint Orders

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Established 1877

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For Toilet Powders

PLYMOUTH STEARATES

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ZINC—MAGNESIA—ALUMINUM—CALCIUM ZINC OXIDE—JAVA RICE STARCH

For Toilet Creams

PLYMOUTH REFINERY PRODUCTS

COLD CREAM OILS—PETROLATUMS

IMPORTED STEARIC ACID

SUN BLEACHED WAX—CERESENE WAX—PARAFFINES

Exports-M. W. PARSONS-Imports

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THE more critical you are in your requirements for rouge and powder boxes the more you will appreciate the force of the appeal made by beautiful GOERTZ metal boxes.

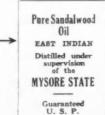
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Metal Specialties

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These Labels are Your Guarantee of Genuine Sandalwood Oil





MYSORE Government Sandalwood Oil

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P. but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

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ESTABLISHED 1840

INCORPORATED 1922

Shipkoff's Pure Otto of Rose

Main Offices: Shipkoff & Co., Ltd. Sofia, Bulgaria

Branch Office: Kazanlik, Bulgaria

Model factories: In all main centers of the Rose District.

Highest Awards Including four Grand Prizes.

The test of cheapness is quality-not price. Shipkoff's Otto of Rose is the cheapest because it is the best in the market. It is absolutely pure and warranted free from any foreign matter. It is the standard brand-always uniform and one quality only-the very best. It is distilled with the greatest care, only in the very finest centers of the rose district in Bulgaria and from the choicest fresh red roses-being a perfect blend of same. The bouquet of its aroma is the richest and sweetest rose odor-without any heavy vegetable scent. For strength, richness and delicacy of true rose odor, it has never been surpassed. All high class perfumers use it exclusively. Try it and you will do likewise. Don't hesitate. Do it now.

Distributing de-pots: Paris, London, Hamburg and in all main perfumery centers.

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> London Depot: 5 Giltspur St. Newgate St. E. C. 1

Original packages: 4, 8, 16, 24, 32, 40, 48, 56, 64, 72 and 80 ozs.

American Office

SHIPKOFF & CO., Inc.

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A name new in advertising a name 30 years wise in cosmetics laboratories 29 South Clinton Street, Chicago, Illinois A 30-year knowledge of cosmetics speaks eloquently for the character of our products COMPACT SPECIALISTS BULK PACKING COMPLETE PACKAGES PRIVATE LABEL ASSEMBLY





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1922-1928

Only Quality Merchandise Will Survive

IN these days of keen competition, it is once more the survival of the fittest.

Only quality merchandise will survive.

Solar products meet this test.

We will put up for you under your own name and brand, rouge and powder compacts, lipsticks, eyebrow pencils, cosmetique, etc.

SOLAR LABORATORIES

435 East 24th St., New York, N. Y. Paris, France-Marceau Truchi,





WE are making tubes that are uniformly good. We make one product_Collapsible Tubes, of one material_Pure Tin, in sizes from $\frac{3}{8}$ x $1\frac{1}{2}$ to $1\frac{1}{4}$ x $5\frac{1}{2}$ in quality to sat= isfy the most discriminating user.

Keller Doriar

11/1/1TH the existing demand for attractive packaging, Keller-Dorian offers you a security of paper selection.

Generations of fancy paper manufacturing in France and intimate knowledge of American trade conditions are your assurance that designs selected from our lines are in keeping with the quality and atmosphere of your product.

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These Famous Perfumers

COLUMBIA PUFFS!

Columbia Powder Puffs increase the value of your package without increasing its cost to you!

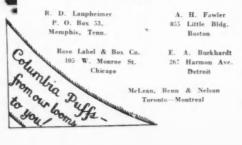
That's why such a host of famous perfumers use them.

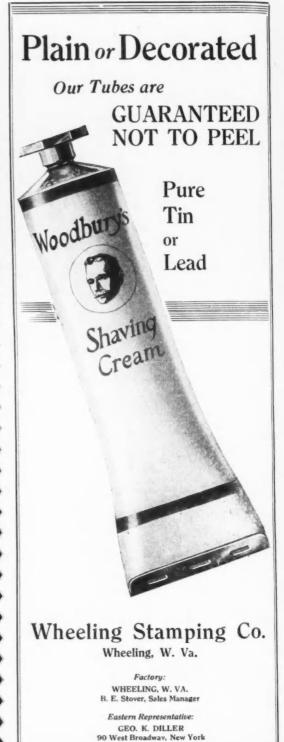
We weave our own puffs of the finest velours. We sew them ourselves. We avoid extra cost so that we can pass along extra value to you!

Let us send you samples and quote you prices. Let us prove to you, as we have proved to others, that you can get a better puff—a Columbia Puff—for less!

COLUMBIA POWDER PUFF CO.

221-247 McKibben Street Brooklyn, N. Y.







FOR TOILET POWDERS

Stearate of Magnesia

Light. Great Adhesiveness. Pure White, Immeasurable Fineness. Heavy if desired. Dusts out under the puff like the finest pollen.

Stearate of Zinc

Odorless. Impalpable. Pure White. Water Resisting. Great Adhesiveness. Light or Heavy as desired.

We are manufacturing the foregoing on a large scale. Deliveries in any quantity from one barrel to a carload. Prompt shipments.

Write for Samples and Prices.

FRANKS CHEMICAL PRODUCTS CO.

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Office and Laboratories Bush Terminal Building No. 9

STOCKS CARRIED
Chicago St. Louis San Francisco

Telephone: Sunset 1337-4797



307-309-311 Sixth Avenue New York





ROSE DREME "C"

NEW cream odor of par excellence, imparting an inimitable rose fragrance found only in the better grade creams. Will not burn or irritate the skin. Maintains its fresh fragrance until the last bit of cream is used.

Worthy of a trial

Per Pound \$12.00

Sample Ounce \$1.00



UNITED LABORATORIES

PERFUME BASES

Natural and Synthetic Materials for Perfumers and Toilet Goods Manufacturers. As Consulting Chemists, our many years of actual manufacturing experience are at your service.

15 South William Street

New York, N. Y.

11 Rue Caroline, Paris XVII

Pure White Sun-bleached Beeswax

OUR T. L. brand Pure White Beeswax, Sun Bleached under glass from the highest quality crude yellow beeswax obtainable, is especially suitable for the manufacture of toilet preparations of quality that will keep and will not turn rancid or yellow.

Guaranteed under Food and Drug Act of June 30, 1906. Serial No. 4068.



We also supply
Pure Refined Yellow Beeswax

Write for samples

Theodor Leonhard Wax Co., Inc.

Established 1852

HALEDON, PATERSON, N. J.

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Standard for 36 Years

To the Manufacturers of

TOILET ARTICLES:

WE WOULD BE PLEASED TO SUBMIT SAMPLES AND QUOTE FOR CONTRACT OR SPOT DELIVERY IN ANY QUANTITY.

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Boracic Acid
Borax
Colors
China Clay
Dalton White
French White
Fullers Earth
Infusorial Earth
Kaolin-Bolted
Kieselguhr
Magnesia Carbonate
Magnesia Stearate
Orris Root

Paris White Plaster Paris Prepared Chalk Precip. Chalk Rice Starch Silica Stearic Acid Talc Terra Alba Tin Oxide Whiting Zinc Oxide Zinc Stearate

Whittaker, Clark & Daniels, Inc.

IMPORTERS - MANUFACTURERS - EXPORTERS
ESTABLISHED 1890

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New York City

Latest Practical Information in English on Perfumes, Soaps and Cosmetics

POUCHER'S "Perfumes, Cosmetics and Soaps" is an indispensable reference and home study set for anyone engaged in the production or sale of extracts, toilet preparations, toilet soaps and cosmetics.

The second edition is in two conveniently sized volumes. The text is complete, practical, fundamental, up to date—and the information is given in succinct form.

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Volume II containing 406 pages and 60 illustrations, deals with the preparation of natural and synthetic perfumes and the manufacture of all forms of cosmetics and toilet preparations.

Many type formulae for perfumes, toilet preparations and cosmetics.

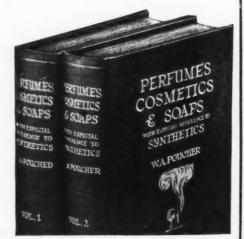
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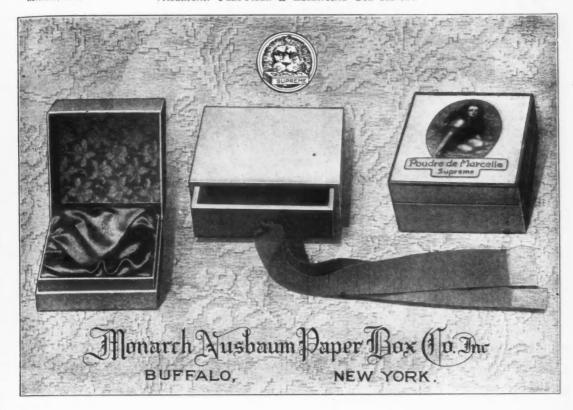
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81 Fulton St. New York





If you package any

Dry-Filled product-

YOU can speed up production, get more accurate weights and in many cases get a better finished package with Hoepner Automatic Weighing, Filling and Packaging Equipment.

The Hoepner Unit System speeds up the delivery of weighed and filled packages to almost any amount desiredwithout forcing the production of any individual unit beyond the point of accuracy.

Let the Hoepner Engineering Department make suggestions for speeding up packaging—and cutting costs—all without obligation. Simply send a sample of your package and a brief statement of your requirement.

HOEPNER AUTOMATIC MACHINERY CORP.

1400 West Ave.

Buffalo, N. Y.

HOEPNER

Standard for 30 Years



FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

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Shampoo Base Liquid Toilet Soap Liquid Shampoo Surgical Green Soap

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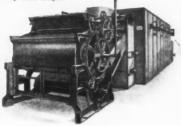
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Ask about this new dryer for very thin chips.



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If you are not already offering this tooth paste, you will find this item to be in constant demand. A good quality product will fit easily into your line and add to the prestige of the whole. More, it will be a ready source of profit.

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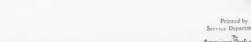




198-P



192-P



352

American Perfumer

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are Laboratory controlled, guaranteeing absolute uniformity of quality and chemical constants.

In buying from us you are dealing direct with the manufacturer. Let us discuss SOAP with you.

> POWCO CONCENTRATED SHAVING CREAM BASE WILL SAVE YOU 20 to 30%.

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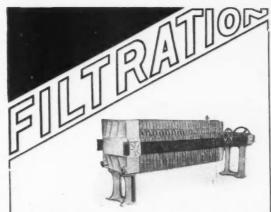
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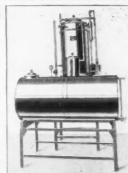
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For filling talcum and face powder into jars, bottles or tin containers. Automatic.

Also Tube Closers, Conveyor Tables, Styptic Pencil and Lip Stick Moulds



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Enameled Tank
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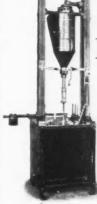
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Does the Work of FOUR Machines:

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We Make a Specialty of These Soaps

UNIFORMITY of your LIQUID TOILET SOAP and SHAMPOO will enable you to increase your business.

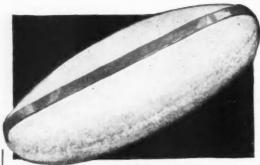
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Produced from the best of cocoanut oil, absolutely free from alcohol, crystal clear, pleasingly perfumed, the ideal shampoo.

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Galalith Containers

in a host of attractive colorswith beautifully mottled effects.

Highly polished.

May we tell you more about these containers?



Samples gladly submitted

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Camel Hair Brushes & Glass Rods With Rubber Cork, Cork or Cap



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Have given the trade the utmost in satisfaction for nearly 40 years. Selection of the highest types in raw materials combined with formulas of long proven merit and skillful specialists enable us to supply products of a very superior quality. We invite your inquiries on any of the following in which you may be interested.

SHAMPOO LIQUID, PASTE and BASE—LIQUID SOAP—SHAVING and TOILET SOAPS—SHAVING CREAM—FACE CREAMS

Also a large line of especially high grade preparations for Beauty Parlors.

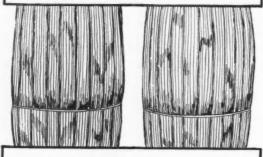
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Wanted to purchase-a formula and process for a good Vanishing Cream. Kindly submit sample of cream and price. Address B. O. No. 1730, care of this journal.

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Manufacturer desires correspondence with individuals who have interesting perfume formulas to sell. Address B. O. No. 1733, care of this journal.

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Perfumer-Chemist—young man, college trained, alert and ambitious, seeks position offering greater opportunity than present berth. Address S. W. No. 1726, care of this journal.

MERCHANDISING Executive with chemical engineering training and 15 years of domestic and foreign sales management and promotion, newspaper, magazine, directby-mail advertising; purchasing and accounting experience. Gentile, 38, seeks permanent connection with ethical and progressive enterprise. Address S. W. No. 1729, care of this journal.

(Continued on Page 154)

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Reliable Equipment From A Reliable Company at Right Prices

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- 3—Colton Tube Fillers
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 Fillers, Labelers, Kettles, Ointment Mills

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- I each-Day Size A, B, C, and
- 1-Gauntt Mixer, 800 lb.
- 1—Day Mixer, 2,000 lb. 1—Dry Mixer, 10,000 lb.

1—275 gal. copper Tank 1—300-gal. st. jack. kettle 1—52" dia. by 42" copper Still

GLASS LINED TANKS

ing Tanks
4—100 gal. closed Tanks
5—150 gal. closed Tanks
1—200 gal. open Tanks
1—250 gal. closed Tanks
1—375 gal. open Tanks

COPPER TANKS AND

1-Dbl. Section Heavy Copper,

100 gal. each section 1—200-gal. st. jack. agitated

STILLS

— 50 gal. open Tanks —Pfaudler 80-gal. closed Mix-

VACUUM PANS

kettle

1—40 gallon Copper 2—75 gallon Copper

WANTED: YOUR IDLE OR SURPLUS MACHINERY FOR CASH.

SEND FOR OUR LATEST CIRCULAR.

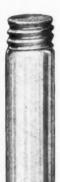
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makes friends of your customers and assures repeat orders. Put **||T" under your own label and increase your success.

We have been making "IT" for fifty-two years to the entire satisfaction of our customers and we can do the same for you.

Write us about your requirements of soaps of all descriptions and let us quote on "IT"—Quality Products.

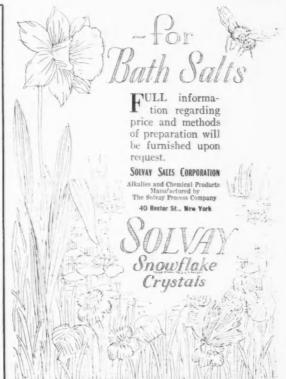
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QUALITY SOAPS

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IVORY BRAND

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STEARIC ACID

Hard—White—Odorless Packed in Convenient Sizes

Now made by THE PROCTER & GAMBLE CO.

Gwynne Bldg. — Cincinnati, O. Branches and Stocks in all Large Cities

(Continued from Page 152)

SITUATIONS WANTED

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Young man—over 6 years' practical experience manufacturing full line of rouge and powder compacts, lipsticks, etc., desires position with reputable concern. Address S. W. No. 1735, care of this journal.

Man with college education, having eight years' experience as chemist and superintendent in soap business, wishes to make new connection. Address S. W. No. 1734, care of this journal.

HERE IS THE MAN YOU ARE HUNTING FOR

Sales and Advertising executive of wide experience now employed by nationally known concern, desires new connections where ability and knowledge are appreciated. Very wide experience covering sales, advertising, distribution and internal organization of toilet preparation and associated products manufacture. College man with post graduate work in France. Wants permanent connection with progressive concern. Salary no object if efforts and ability lead to advancement. Address S. W. No. 1736, care of this journal.

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SITUATIONS WANTED

Manufacturing chemist—8 years' experience, specializing in toilet and manicure preparations, compounding perfume oils, etc. Competent to take complete charge of manufacturing laboratory. Would consider sales position. Address S. W. No. 1740, care of this journal.

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CHEMIST—Fully experienced in the manufacture of rouge and powder compacts; able to apply his own formulas in the manufacture of rouge shades now in demand. Good opportunity for the right party. Address H. W. No. 1728, care of this journal.

Salesmen wanted in New York City, St. Louis, San Francisco for old established line of essential oils, perfume bases, imported glassware. Address H. W. No. 1738, care of this journal.

Young man to work in laboratory of well established New England concern. Experience in making tooth paste, shaving cream, cold creams, etc. desirable. Excellent opportunity with splendid chance for advancement. Write in confidence giving full details of experience, etc. Address H. W. No. 1739, care of this journal.

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Good Quality at Reasonable Prices

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If you are having any difficulties with your formulae, our specialists will be glad to confer with you in the solution of any problems involving the use of mineral oils or jellies.

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Let us estimate on your next contract.



All boxes can be furnished with powder container

EUGENE K. PLUMLY COMPANY

N. W. Corner Juniper and Federal Sts. PHILADELPHIA, PA.

Soap Making Manual

by

E. G. Thomssen, Ph.D.

Illustrated, 5 ½ " x 4".

Copyrighted 1922, D. Van Nostrand Co.

The material contained in this book appeared in serial form in The American Perfumer and Essential Oil Review and it presents a working manual covering all of the processes employed in the manufacture of soaps in a brief, clear and full manner. The necessary methods of analysis are included and described from a purely practical standpoint so that a study of this work may enable certain of the smaller plants to dispense with the services of a chemist. To accomplish this it has been necessary to present these tests in the simplest and most practical language possible.

In surveying the industry as a whole, the plan of the book is first to mention and describe the raw materials used; second to outline the processes of manufacture; third, to classify the methods and illustrate by formulae the composition and mode of manufacture of the various soaps; fourth, to illustrate the various methods of glycerine recovery; and fifth, to give the most important analytical methods which are necessary to the man supervising the processes of manufacture and determining the purity and fitness of the raw material used.

In a work of this kind it is not desirable to make a thorough survey of the theoretical side of the subject, but rather to place in the hands of the practical man a handbook giving definite, concise information that will serve him as a guide in his daily work.

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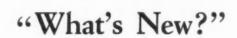
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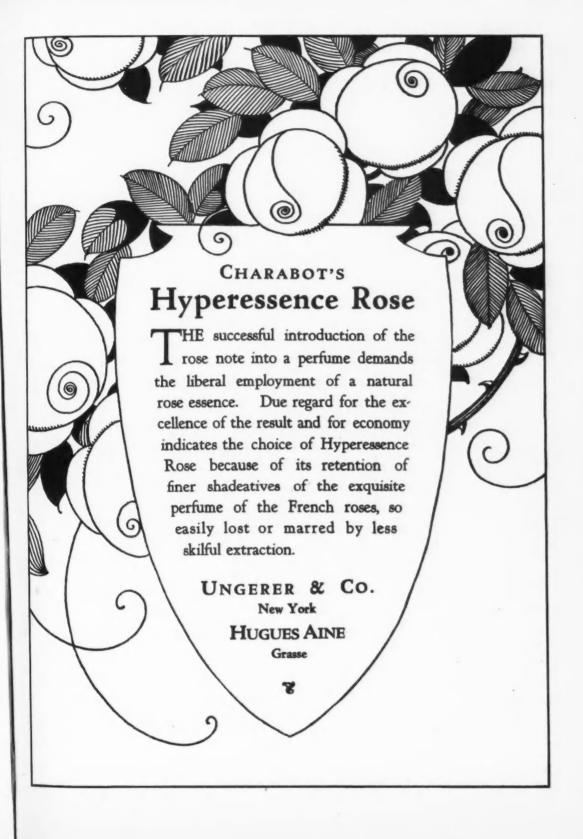
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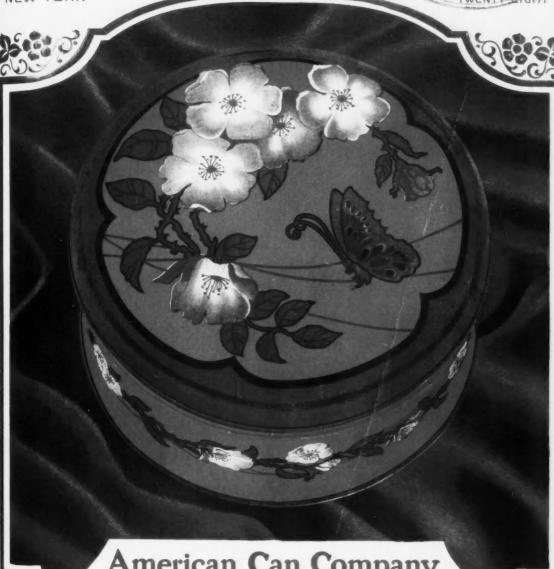


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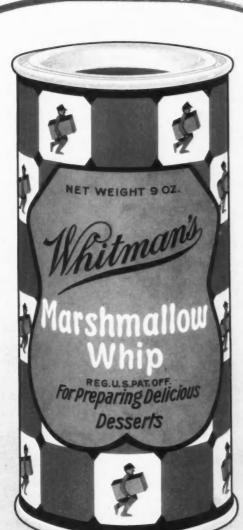
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